Board of Trade Journal

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183
.B66
no.3681-3693

THE UNIVERSITY OF MICHIGAN
NOV 7 1967
PERIODICAL

Volume 193, No. 3681 Published by Her Majesty's Stationery Office 6 October 1967

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Board of Trade Journal

VOLUME 193, NO. 3681, PAGES 805-872
6 OCTOBER 1967
PRICE 1*s*. 6*d*. NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s*. 8*d*.

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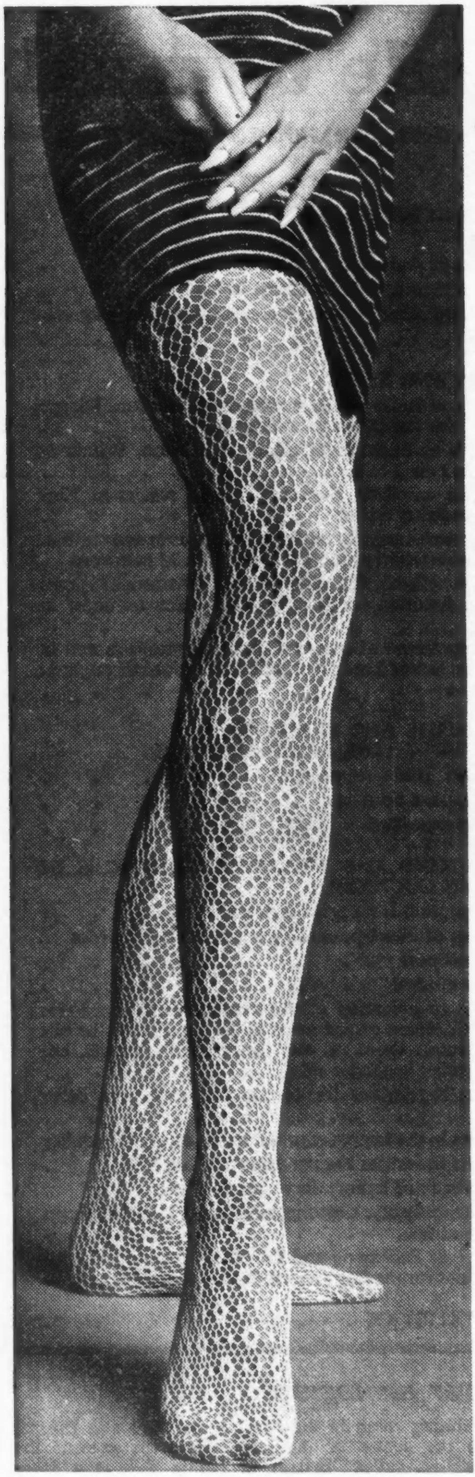
Front cover photograph

The dramatic dining room in the *Ideal Home* house at Brussels, a focal point in the centre of the city during the present British Week. The exhibit, called 'Britain at Home '67', is a 10-room bungalow, the fifth of a series of houses erected and furnished by the magazine in Europe at the invitation of the Board of Trade. To ensure the maximum effect of this export drive on the Belgian market, all the principal products chosen by *Ideal Home* for the furnishing, decoration and equipment of the house are on sale in the shops of Brussels.



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'Bustling market of British Week Brussels'

By Elizabeth Hartley, Information Division, Board of Trade

British Week in Brussels is officially opened. Lord Snowdon speaks, in HRH Princess Margaret's absence, to a large gathering in Brussels' impressive town hall. The ceremony was attended by the Prince of Liege; Sir Roderick Barclay, the British Ambassador; and Mr. Hector McNeill, chairman of the Council of Europe. Mr. Anthony Crosland, President of the Board of Trade, is on the left of the picture. (The President's speech at the luncheon is given on page **809.)**

THE BRITISH WEEK IN BRUSSELS was opened on September 29 by Lord Snowdon on behalf of HRH Princess Margaret in a ceremony in Brussels' magnificent town hall that had all the pomp and brilliance of a great state occasion, in the presence of the Prince of Liege, Sir Roderick Barclay, the British Ambassador; Mr. Anthony Crosland, President of the Board of Trade, Mr. Hector McNeill, chairman of BNEC/Export Council for Europe, the Burgomaster of Brussels and many other city dignitaries.

Outside the town hall massed bands of the Life Guards, Irish Guards and pipes of the Irish Guards and Black Watch drew crowds to the Grandplace. Surrounded by its tall and gilded buildings, this great paved square has been a traditional market-place since the Middle Ages – a fitting centre for the opening of the vast market which constitutes this British Week.

Before declaring the Week open, Lord Snowdon described the bitter disappointment felt by Princess Margaret at her inability to be present. (*It was subsequently announced that she would be visiting Brussels on October* 2). Lord Snowdon, who laid particular stress on the scientific and technological aspects of the week, said there was both a timelessness and a timeliness about it. 'We are proud of our traditions,' he said, 'but we are also excited by our technological progress.'

Speaking at a luncheon which followed the opening ceremonies, the President of the Board of Trade referred to the steadfast support that had been given by Belgium to Britain's application for membership of the European Economic Community. The decision to take this step had the approval of all three political parties and had been endorsed by the House of Commons by one of the largest majorities in recent years. It was a decision which had the support of both sides of British Industry – the Trades Union Congress and the Confederation of British Industry.

Some days before the official opening it was already clear that this British Week bids fair to be one of the most successful that has been organized by the Board of Trade and the BNEC/Export Council for Europe. Enthusiasm visibly mounted as shop after shop and street after street put on its uniform of red, white and blue, as the tall red buses – six of them – appeared on the roads to dwarf the yellow trams, and the two Whitbread's dray horses drew their crowd of admirers outside the Britannia Inn. These horses, who bear the splendid names of Pomp and Circumstance, have, in fact, a two-fold attraction, for a prize is offered for a correct estimate of their weight.

The sheer size of the British Week is an indication of the enthusiasm and spontaneous co-operation shown by the commercial community of Belgium since it was first announced some eighteen months ago. By last spring the 'target area' was expanded at the request of the Brussels' Shopping Associations to nearly twice the original size. Four of the main banks are putting on special displays, a commemorative British Week stamp is being issued by the Belgian postal authorities, British Week buildings have been put up in the busiest city's squares and the Belgian Design Centre has put the whole of the new Galeries Ravenstein at the disposal of the Council of Industrial Design. This splendid setting

(*Continued on page* 809)

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The President speaks at British Week in Brussels luncheon

SPEAKING at the luncheon at the beginning of British Week in Brussels on September 29, Mr. Anthony Crosland, President of the Board of Trade, said: 'Last May the United Kingdom applied to become a member of the three European Communities. The decision to take this step has the approval of all three political parties and was endorsed in the House of Commons by one of the largest majorities of recent years. It is a decision which has the support of both sides of British industry – the Trades Union Congress and the Confederation of British Industry.'

Mr. Crosland said that Britain was heartened by the approval which had greeted her application among widely spread sectors of opinion in all the existing Member States, and especially in Belgium for whose steadfast support she was most grateful.

'It is clear to us,' continued the President, 'that throughout most of Western Europe the majority of opinion is increasingly in favour of the enlargement of the Community and that it is but a small minority who are opposed to such a step.

'As the terms of the Treaty of Rome state so clearly, it was never intended that the Community should be limited to the six founder members. Since we are willing to accept the basic provisions of the Treaty we do not believe that enlargement of the Community will change its character or dilute its purpose. On the contrary, enlargement by accession of likeminded States will strengthen it.'

Many of the considerations which had led us to seek membership of the Community were political, said the President. Increasingly events demanded that the voice of Europe should be heard in the counsels of the world, but that voice would not carry weight until unity replaced the present divisions. A united Western Europe would be able to play an increased role within the Atlantic alliance in the reduction of East/West tensions and in contributing to the solution of the problems of the developing countries.

'But the Community is of course an economic organization,' said the President. 'We believe that the United Kingdom, particularly in the field of technology, can make a very valuable contribution to economic progress in an enlarged Community. This is a field above all others in which a divided Europe stands a danger of being outstripped by the super powers and faces the risk of falling back into the second rank.'

In its first decade, the existing Community had made astonishing progress. Nevertheless we were well aware that the completion of the Customs Union next year was no more than the construction of the essential foundation for progress towards economic union which was the aim of the Treaty of Rome. As a member of the enlarged Community we looked forward to playing a full part in the evolution of the common policies provided for in the Treaty. It was economic union on the basis of a common market of up to 300 million people which offered Europe the prospect of economic growth and social progress unparalleled elsewhere in the world.

'But time is not on Europe's side,' concluded the President. The enlargement of the Community should proceed at full speed ahead. As Mr. Brown had made clear in his statement to the Council of Western European Union on July 4, we were willing to accept the basic terms of the Treaties and what had been achieved already under them. We proposed that negotiation should be limited to a few important fields. The Commission had been working hard in producing their opinion under Article 237 of the Treaty. 'We hope that the Council of Ministers will agree that negotiations should commence shortly afterwards and that they will be as determined as we are to bring them to a speedy and successful conclusion.'

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has been used to good advantage by the designer Robert Heritage, who has arranged the display of over 400 items ranging from racing cars and avant-garde furniture to jewellery and toy theatres, tools and textiles. By 6 p.m. on the first day no less than 5,000 people had visited this display and counting was still continuing.

It is impossible to write about the Brussels Week without recourse to superlatives. It is the biggest that has yet been held and it is also the most important, staged as it is in a city which is the centre of the Common Market, the home of NATO and the gateway to Europe. More shops and department stores than ever before are selling more products from more British firms; there are more flags, more bands, more pubs, more 'bobbies' – and surely some of them are the tallest yet seen at any British Week? There are more supporting events, more exhibitions and displays, conferences and concerts and plays and films – the list of records is endless. Even the midsummer weather in October seems to be setting an unprecedented standard. The British Week in Brussels is very big business indeed.

Expressions of admiration for the organization of such a mammoth promotion are heard on all sides. Typical is the opinion of the editress of the Brussels *Bulletin*, herself a citizen of New York, who said that she had never seen anything like the smooth way in which this big thing swung into action. 'It's just amazing what your Government and industry are doing here.'

No amount of organization, however, could arrest the disappointment caused by the cancellation of the first part of the visit of HRH Princess Margaret, particularly to those individual shops scheduled to be visited by Royalty. Brussels newspapers have all expressed sympathy for her illness and the hope that she will be able to come out here very soon, but in spite of this disappointment there has been a very warm welcome for Lord Snowdon, who is himself a popular figure in Belgium and who typifies the image of a trendsetter for the young in a wide range of activities from design and photography to technology.

The Brussels Week is as remarkable for its emphasis on techno-

Britain's technological achievements are well to the fore in British Week, Brussels. Picture shows Lord Snowdon (centre) and Mr. Anthony Crosland, President of the Board of Trade (right), looking at exhibits in the Pavilion of Technology, designed for the Board of Trade by the Central Office of Information.

(*Continued on page* 811)

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logical subjects as for its size. For the expert there are conferences, seminars and presentations on a vast field of technological subjects. For the layman one of the main centres of attraction is provided by the Pavilion of Technology designed by the Central Office of Information for the Board of Trade, which dominates the lower end of the city in the botanical garden. This provides a rapid and eye-catching picture of the latest developments achieved by Britain in medicine, agriculture, nuclear energy, water, electronics, heavy industry and transport. One sub-section that has become a talking point consists of a working model of a monorail train with the linear induction motor developed by Professor Laithwaite. The pavilion itself, which aroused great interest when it was first seen at Lyons, is a revolutionary structure of triodetic aluminium tubing with a reticulated plastic membrane covering. Its strength, economy and speed of erection point to many possible applications in other building fields.

In addition to those on sale in the shops, British electrical appliances are to be seen here in a special display sponsored by the British Electrical and Alied Manufacturers' Association at the Electrogaz Showrooms near the city centre, where 2,000 sq. ft. of display space has been provided free of charge by the Electrogaz Company, Belgium's main supplier of electricity and gas. The twelve British firms whose products are on show here consider that their efforts during the 'buy British' atmosphere of the British Week are very well worth while.

British clothing manufacturers are making a determined effort to win a larger share of the rich Belgian market during the Week and fashions shows, store promotions and point-of-sale displays are all being used in a high-powered 10-day drive to sell ready-to-wear garments both for men and women. Two series of fashion shows will be running during the week, one of 'pop' clothes for the very young backed by performances of the Manfred Mann group and the other of more sophisticated styles, both produced by Patricia Lessan. Already tickets are almost unobtainable. The same presentations will go on from Brussels to the British Week in Toronto, which opens on October 12, where they will be combined into a 'fashion spectacular' at the Queen Elizabeth Theatre.

Other fashion displays are being staged by Burberry and by the National Wool Textile Export Corporation, whose exhibition of fine woollen cloth at the town hall was visited by Lord Snowdon on the opening day. Parades by the six Scottish girl models are a feature of the 'Scotch shop' at the Au Bon Marche Store, where tweeds and tartans are selling so rapidly that 200 extra kilts were ordered before the Week had officially opened.

For Brussels' menswear retailers, most of whom have been selling British top-quality clothes for years, the British Week is an opportunity to put on special displays which will increase their sales still further. There are so many of these that the centre of Brussels looks like Mayfair, with window after window fitted with goods which carry the names of famous members of the British Menswear Guild, such as Aquascutum, Chester Barrie, Daks, Church's English Shoes, Scott's Hats and many others. The retailers themselves are making enormous efforts: one has a replica of the crown jewels on display, another of fine English silver.

British cars new and old seem to be in every part of the city. A display of modern and vintage cars in the Place du Grand Sablon includes the latest models of Austin, Daimler, Ford, Jaguar, Jensen, MG, Morris, Riley, Rolls-Royce, Rover, Sunbeam, Vauxhall and Wolseley. Pop fashions, an art students' 'paint-your-car' competition and daily performances by one of the 12 British military bands are thrown in for good measure.

In the Place Flagey, Leyland-Triumph are presenting their Triumph and Rover models, built in Malines, as well as commercial vehicles, and one can have a go at driving them in a slalom course that has been arranged on the Square – again to the strains of a British military band. More British cars are to be seen in the Ravenstein, Agora, Commerce, Centre, and St. Honore Arcades; probably the most eye-catching of all is the BP-sponsored display of nine vintage cars from the famous collection belonging to Lord Montagu of Beaulieu, which are on show in the Centre Internationale Rogier.

Eager queues form in Brussels' Union Jack-bedecked streets to board one of the six red London buses which are now a familiar sight in the city.

Experience of accommodating record crowds at previous Weeks has been put to good use in the design of the 10-room bungalow that is erected in one of the central squares of the city which houses the 'Britain at Home '67' exhibition arranged by the magazine *Ideal Home*. This has nevertheless been put to the test at Brussels, where the bungalow was literally invaded on the first day by an estimated crowd of between three and four thousand people per hour, who formed a continuous queue six deep on the pavement outside. Sporting events are also drawing the crowds, and the football match which served as a kick-off to the British Week filled 98 per cent of the seats at the Heysel Stadium. It resulted in an honourable draw.

So once again an overseas city is host to the inspired mixture that constitutes a British Week of old and new, traditional and avant-garde, serious and absurd, with over all the bustle and excitement and sheer high spirits of the fairground and the market-place. The side-shows number a hundred-odd, there are alabaster carvings from Nottingham, fabulous gold and silver treasures from the Goldsmiths Hall in London, silver and priceless relics and manuscripts from the Guildhall, relics of the battle of Waterloo and other even earlier historical mementoes. There is Old Father Thames, but in a very modern guise, presented by the Port of London Authority in the main hall of one of Brussels' banks and an exhibition showing the work of British Rail and the London Transport Executive. There are exhibitions of stamps and paintings, of press photography and banknotes – there is even a puppet show ('Macbeth', performed by marionettes) to complete the picture.

The British Week in Brussels has started off with a great impetus, and everything here points to its continuing success.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

The Texas market—an opportunity for hard selling

—THE PRESIDENT

'SINCE THE Board of Trade is the department primarily responsible for the export effort, I can think of no more fitting occasion for my debut than this dinner party in honour of Your Royal Highness prior to a visit to our largest export market,' said Mr. Anthony Crosland, President of the Board of Trade, in his speech at the Anglo-Texan Society dinner, at the Mercers' Hall on September 26, given to mark HRH Princess Alexandra's coming tour of the United States.

'Although the United States is our largest market, it is by no means saturated with British goods,' continued Mr. Crosland. 'Indeed, it is probably the market with the greatest potential for an increase in British exports, and Texas is the prime example of this. Our exports to this area are a mere one-twentieth of our exports to, say, Sweden, a country with only one-third of the population and only three-fifths of the purchasing income of the Texas area. If only the same degree of penetration could be achieved in Texas as in Sweden, our balance of payments difficulties would be no more.'

Mr. Crosland went on to point out that the importance of the United States market lay not merely in its size and potential but also in its sophistication and competitiveness. 'You have to sell goods hard to Americans: they have to be marketed carefully and yet enthusiastically: and it is no good fobbing them off with "off the rack" articles.' If we fell down in our competition with countries like the United States, we would find that progress was passing us by. 'It is from trade between the advanced, developed nations of the world that our industry's competitive edge must be sharpened', said Mr. Crosland. 'We cannot afford to ignore the American market.' Our trading competitors were equally aware of this important aspect of the American market and in many product areas our principal competition came not from domestic American firms but from other foreign suppliers.

'I do not wish, however, to give the impression that firms must tackle the United States market for the good of British industry in general,' continued Mr. Crosland. 'Firms should export because in the long run it is profitable, particularly in the United States. The market is so large and especially in an area like Texas so unexploited that those brave enough to try, and work hard, should reap great rewards. The work of Lord Mancroft's United States Committee of BNEC is vital in persuading firms of the opportunities and rich potential of the market, and it is encouraging to see the committee undertaking the by no means easy task of drawing industry's attention to the Texas market.'

Princess Alexandra's tour of the United States, with its emphasis on Texas and British goods, would create the necessary goodwill and understanding which would facilitate the work of both the committee and the Government services, said Mr. Crosland.

The visit would help to bring to a wider audience the potentialities of the whole of the United States market, and the help that exporters could receive from both the Government and such bodies as the BNEC area committees.

President appoints his Parliamentary Private Secretary

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Dan Jones, MP, to be his Parliamentary Private Secretary.

Mr. Dan Jones is Member of Parliament for Burnley.

Private secretary appointment

MR. ANTHONY CROSLAND, President of the Board of Trade, has confirmed that Mr. B. Meynell will continue in the post of Principal Private Secretary, which he previously held under Mr. Douglas Jay.

President on textile industry

MR. ANTHONY CROSLAND, President of the Board of Trade sent the following letter to Mr. Lewis T. Wright, CBE, General Secretary of the Amalgamated Weavers Association, on September 28.

'When you brought a delegation to see me on September 15, I explained that, in the short period since I had been in this office, I had not had an opportunity fully to consider all the complexities of the textile problem. But you raised certain particular points with me, on which I should like to give you an immediate answer.

'First, you asked whether the Government wanted a viable textile industry in this country. I can assure you that it does. That is why we asked the Textile Council to undertake, with financial assistance from the Government, a major study of the ways in which the productivity and efficiency of the cotton industry can most rapidly be increased. Great changes are taking place in the industry, and I could not, after such a short tenure of office at the Board of Trade, attempt to forecast exactly where they will lead. But I hope that these studies will provide a much firmer basis for assessing the future. For the Government firmly believes that a reorganized and modernized textile industry, employing skilled and adequately rewarded workers, can and will be comparable with any industry in the country in its ability to provide what our own consumers want and to compete effectively in world markets.

'Secondly, you mentioned the level of imports of cotton textiles from the developing countries; we agreed that these had fallen since 1964, and so far this year were lower than in 1966. You also mentioned Portugal; here, after a sharp increase at the end of last year and early this year these imports have now receded, as we said they would. Nevertheless, I shall keep a particularly close watch on the level of imports from the developed countries, whose standard of living is in many cases as high as our own. I am also most concerned to stop any evasion of our controls and here I greatly welcome the co-operation of the Imports Commission in helping us to track down offenders.

'Thirdly, you referred to dumping. I want to assure you that the Board of Trade stand ready at any time urgently to consider applications for anti-dumping action from any sector of the textile industry, where these are supported by information showing that imports are being dumped and are causing or threatening material injury to the producers concerned. My officials are at all times willing to discuss the possibilities informally with intending applicants; and if our machinery for dealing with such cases needs strengthening, I shall strengthen it. Meanwhile the Government is pushing ahead with the preparation of a new Anti-Dumping Bill.

'Fourthly, we discussed the purchasing policies of Government Departments and other public authorities. In the light of our discussion I have set in hand a fresh examination of these policies and the directives which often govern them. I shall also make sure that there is no misunderstanding about taking factors such as quality and delivery into account as well as price.

'Fifthly, we discussed the textile industries in other countries. Thinking about this, I have come to the conclusion that it might help us all to have a first-hand account of the way in which others are tackling the problems which confront their industries. I have accordingly written to the Textile Council today to ask them to consider taking part in a joint mission with the Board of Trade to some other countries with important textile industries. This would be a fact-finding mission and its purpose would be to inform me about the structure of the industries in those countries and what was being done to help them to adapt their structure and improve their productivity. I would hope that such a mission, on which both sides of the industry would be automatically represented, would help us to take a better-informed decision on any proposals which might emerge from the current study of the ways of increasing productivity and efficiency.

'Finally, your delegation expressed its concern about the urgent need for alternative industrial developments in the Lancashire textile districts. I share their concern. There is an obvious need for social as well as industrial rehabilitation in these districts, and on the industrial side – which is where my immediate responsibility lies – I assure you the Board of Trade will do everything possible to assist expansion. I know that it is held that the financial inducements offered to firms in Development Areas discourage expansion in Lancashire outside Merseyside. The special review of the problem of what are called the grey areas to be undertaken by the Hunt Committee, is now under way. Meanwhile we shall give every consideration to Lancashire's needs for new industry.'

Indian Minister meets Lord Brown

THE INDIAN Minister of Industrial Development and Company Affairs, Mr. Fakhruddin Ali Ahmed, made a courtesy call on Lord Brown on September 25. The Minister is on an extended tour of East and West Europe; while in London he called on several other Ministries, including Overseas Development and Commonwealth Office.

Visit of Finnish minister of commerce and industry

MR. O. SALONEN, Finnish Minister of Commerce and Industry, will be visiting the United Kingdom as a guest of Her Majesty's Government from October 8 to 11. Mr. Salonen will be accompanied by Mr. O. J. Mattila, the chairman of the board of directors of the Finnish Engineering Company, Valmet Oy.

Mr. Salonen and Mr. Mattila will pay visits to the works of the British Motor Corporation at Birmingham and the United Kingdom Atomic Energy Authority's Nuclear Power Station at Winfrith Heath, where a steam generating heavy water reactor has just started up.

Construction mission from Zambia

MR. PETER MATOKA, Zambia's Minister of Works, was expected to arrive in Britain on October 5, accompanied by six of his country's top construction experts. Here on a 10-day visit sponsored by the Federation of Manufacturers of Construction Equipment and the British National Export Council, they will be meeting some leading manufacturers in the construction machinery industry and studying latest techniques and equipment.

Zambia is engaged on a wide-ranging programme of building and construction within the framework of a five-year development plan begun last year.

ECGD signs financial guarantees for machine tools to Russia

THE Export Credits Guarantee Department last week signed Financial Guarantees for the sale of machine tools to the Soviet Union, covering loans to a total value of £3.325 million. These were in respect of contracts total value £4.156 million awarded to Churchill Machine Tool Co. Ltd., Norton Machines Ltd., Charles Churchill Ltd., W. E. Sykes Ltd. and the Newall Group Sales Ltd.

All the loans are repayable over a period of seven years.

European community publications

AS THE SIX get down to discussing in detail the British and other applications for Community membership, the Information Service of the European Communities has published a revised version of 'The Facts'. This describes the state and structure of the Community following the merger of the Executives in July, and provides essential background information for anyone wishing to follow possible British Community negotiations.

Published at the same time is the 1967 edition of 'Uniting Europe', which describes in chronological form the development of European unity since 1945.

Both booklets are on sale – 'The Facts' at 2s. and 'Uniting Europe' at 1s. – at newsagents or (plus 4d. postage per copy) from Surridge Dawson (Productions) Ltd., 26 Aberdare Street, London, S.E.1.

Building materials for the Middle East

OIL-RICH Arab States of the Gulf are the main target of a second mission sponsored by the Building Materials Export Group with assistance from the British National Export Council. The mission will fly out via Athens on October 4 and will sell there until October 7. Thereafter, until October 22, it will visit Kuwait, Bahrain, Doha, Abudhabi and Dubai.

Representatives of six member firms are taking part in the mission. Mr. J. W. A. Greenish, export sales director of the Universal Asbestos Manufacturing Company, will be the leader.

CBI PRESIDENT AT CoI

COI export publicity services

Sir Stephen Brown, President of the Confederation of British Industry, visited the Central Office of Information on September 22 and saw how the Government Information Services help British industry to break into and develop overseas markets. He had discussions with the CoI's Director-General, Sir Fife Clark, and the Controller (Overseas), Mr. Donald Kerr, and also met Mr. E. T. W. Swaine, Director of Exhibitions Division, which organized the British Pavilion at Expo '67 and is currently concerned with 200 trade projects overseas. On behalf of the Board of Trade and the Overseas Departments the CoI produces publicity material which is sent to most parts of the world for distribution by British Embassies and High Commissions. The photograph shows Sir Stephen Brown (on the left) with Sir Fife Clark.

Anglo—Japanese Conference

AN United Kingdom/Japan Business Co-operation Conference is to be held in London from October 12-13. Delegates will discuss trade, economic and industrial matters of mutual interest. The conference is being held under the auspices of the Confederation of British Industries.

Birmingham selling mission leaves for South East Asia

A SELLING MISSION, sponsored by Birmingham Chamber of Commerce and Industry and led by Mr. W. R. P. King, left on September 30. The mission will spend three weeks visiting Thailand, Philippines and Hong Kong. In Hong Kong the mission will join forces with a London Chamber of Commerce group flying out direct from United Kingdom. Companies represented on the Birmingham mission range from English Electric, Ruston and Hornsby and the Owen Organisation to several smaller firms with a considerable or a potential stake in South East Asian markets.

Laundry engineers to visit Canada

THE SOCIETY of Laundry Engineers and Allied Trades has organized, in association with the British National Export Council, a trade mission to Canada. The mission will be led by Mr. E. S. Hale of Manlove Alliott and Co. Ltd. and will be in Canada from November 3 to 20.

BTA promotions abroad

EXTRA TOURIST BUSINESS for Britain worth an estimated £5 million over the next four or five years is the forecast result of the first-ever 'British Travel Workshop' in North America which closed on September 26.

Nearly 40 travel salesmen from all parts of Britain attended the 'workshop' meetings in New York and Toronto, selling travel and holidays in Britain to leading American and Canadian agents.

The 'workshop' – organized by the British Travel Association in co-operation with BOAC and Cunard Line – followed the success of similar on-the-spot meetings last year in Paris, Frankfurt and Stockholm.

A BTA spokesman said that the 'workshop' participants – representing hotel groups, coach tour operators, travel agents, car-hire firms and other business organizations throughout Britain – had secured 'hard orders' worth more than £500,000 during their eight days in North America. Similar 'workshops' would be held in Europe this year – in Milan/Geneva from October 15 to 20 and Amsterdam/Berlin from November 5 to 11.

Another special promotion organized by the BTA to stimulate interest in travel to Britain is a tour by Lord and Lady Montagu of Beaulieu in their 1913 veteran car 'Prince Henry' through Belgium, Holland, Germany and Denmark starting in Brussels on September 30.

The European 'Come to Britain' tour has been organized in co-operation with the Automobile Association, British Petroleum and Vauxhall Motors.

Scottish engineering group off to US

AN INTENSIVE sales campaign will be launched in the United States this week by a group of Scottish companies in the engineering industry. Senior executives from the 10 companies have left Prestwick Airport on the first leg of their journey, which will take them to many of the major American cities.

The visit has been arranged by the Scottish Council (Development and Industry), which recently investigated the possibility of Scottish engineering firms becoming specialized suppliers for companies in the United States. The group hope to sell capital plant, sub-assemblies, special purpose machines, and other equipment, to a wide range of American industry.

A similar visit was made to the United States last month by companies in the electronics industry.

Trade mission from Sweden

THE 12-MAN inward mission from Sweden organized by the Electronic Valve and Semi-Conductor Manufacturers' Association came to an end on September 28 after a highly successful 10-day tour of manufacturers of valves and semi-conductors in various parts of the country. Areas, apart from London and the home counties, visited by these representatives of the Swedish Telephone Board, Military Electronics Laboratory, Defence Research Board, Swedish Radio and several commercial undertakings, included Oldham, Birmingham, Southampton and Glenrothes, Scotland.

The general opinion expressed by the delegates was that the mission had been very worthwhile, particular interest being shown in future developments – what is going to be available in the next couple of years.

TRADE MISSION TO CARIBBEAN

Members of the London Chamber of Commerce trade mission to the Caribbean on their departure from London Airport on September 23. The mission, which is led by Lord Macpherson, chairman of the Chamber's West Indies Section, will be undertaking a three-week tour of Jamaica, Barbados, Trinidad and Guyana. Representatives from the Board of Trade and the Commonwealth Development Corporation were included in a London Chamber mission for the first time.

Rhodesia stock: reported issue

HM TREASURY has announced that on October 2 the illegal regime in Rhodesia was to float another local loan. Further loans are expected shortly thereafter.

HM Treasury again point out that the illegal regime in Rhodesia is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia. Any person who lends money or otherwise gives credit to or for the account of the illegal regime, or any agency or purported agency thereof, does so entirely at his own risk.

Permission will not be given under the Exchange Control Act, 1947, for United Kingdom residents to subscribe to any of these loans.

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 20, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	4-Chloropropiophenone .	As in previous column .	December 31, 1967	13087
29.32	Sodium arsenilate . .	As in previous column .	December 31, 1967	13088
29.35	Histamine acid phosphate	As in previous column .	December 31, 1967	13085
29.43	D-Cellobiose . .	Cellobiose . . .	December 31, 1967	13082
29.43	L-Rhamnose . .	Rhamnose . . .	December 31, 1967	13073

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from duty.

Tariff	Description	Reference
29.07	2-Benzyl-4-chlorophenol	2535
29.13	Benzoin	13012
29.14	Glycerol tributyrate	5576
29.14	4-Methyl-*n*-valeric acid	925
29.16	Pyruvic acid which, in the dry state, contains not more than 97% by weight of free acid calculated as pyruvic acid	3396
29.35	Guanine hydrochloride	3352
29.35	6-Nitrobenzimidazole	5566

Imports of toys and pottery from Japan

THE BOARD OF TRADE have issued Notice to Importers No. 1202, dated October 6.

Toys

In accordance with arrangements made under the Anglo-Japanese Commercial Treaty of 1962, metallic toys costing less than $3.00 f.o.b. per piece will be liberalized on January 1, 1968: all Japanese toys will be free of import licensing from that date.

Pottery

Pottery will also cease to be subject to import licensing on January 1, 1968, but it is provided in an Exchange of Notes, signed at the same time as the Treaty, that as from this date it should become subject to Japanese Voluntary Export Control within limits agreed by Governments. The arrangements for control as from January 1 are under discussion, but anyone who may be interested in importing pottery from Japan as from January 1 should note that, unless otherwise agreed, imports will be admitted only on production of an Export Certificate issued by the Japanese Government within the limits which have operated for import licensing purposes in 1967. A further notice will be issued as soon as firm details of the arrangements for 1968 are available.

Imports of grapefruit juice and orange juice from the Dollar Area

THE BOARD OF TRADE have issued Notice to Importers No. 1201, dated October 3.

The quota for imports from the Dollar Area of grapefruit juice and orange juice during the 12 months commenced October 1, 1967 will be at the unchanged level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate which may continue to come in from the area without restriction under the Open General Licence.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> 'The value of grapefruit juice and orange juice (other than unpasteurized frozen orange juice concentrate) originating in and consigned from the Dollar Area, which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1966 to September 30, 1967, was £..............c.i.f.
>
> Signature ....
>
> Status ....
> (Owner, partner, company director, company secretary)'
>
> Date ....

Note: figures for the two varieties of juice need not be shown separately.

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than October 20, 1967. Page 1 of the form should be completed; on page 2, the amount of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (grapefruit juice and orange juice) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Imports of canned grapefruit from the Dollar Area

THE BOARD OF TRADE have issued Notice to Importers No. 1200, dated October 3.

The quota for imports of canned grapefruit from the Dollar Area during the 12 months commenced October 1, 1967 will be at the unchanged level of £450,000 c.i.f.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> 'The value of canned grapefruit originating in and consigned from the Dollar Area which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1966 to September 30, 1967 was £.............. c.i.f.
>
> Signature ....
>
> Status ....
> (Owner, partner, company director, company secretary)'
>
> Date ....

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than October 20, 1967. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (canned grapefruit) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Import Duty Drawbacks (9) Order 1967

THE TREASURY has made the Import Duty Drawbacks (No. 9) Order 1967.

This Order:

(i) extends the scope of the existing provisions for the allowance of drawback of import duty on imported materials used in the manufacture of exported chocolate and sugar confectionery, by adding dried egg albumin to the list of imported materials in respect of which drawback may be paid; and

(ii) provides for the allowance of drawback of import duty on the exportation of:

  (a) combing oil (a mixture of refined sperm oil, castor oil and fatty acids) manufactured from imported sperm oil and castor oil; and

  (b) fatty alcohols manufactured from imported sperm oil.

The order came into operation on October 5, 1967, and has been published as Statutory Instrument 1967 No. 1435.

Copies are obtainable from Her Majesty's Stationery Office.

Adjustments to Customs and Excise collections

THE Commissioners of Customs and Excise announce that on January 1, 1968, they intend to transfer control of the administrative area known as Norwich Collection to the Harwich, Northampton, Hull and Nottingham Collections, and also to transfer control of the present Sheffield Collection area to the Leeds, Nottingham and Manchester Collections.

Although the Collector's Offices at Norwich and Sheffield will be closed, and all other existing offices of the Department in both localities will continue to maintain the services they at present provide for the public and to deal with inquiries on Customs and Excise matters. In addition, facilities for the local purchase of Betting Duty sheets will continue to be provided in Sheffield for the time being.

Individual traders in the present Norwich and Sheffield Collections will be notified of the address to which remittances in respect of Customs and Excise duties and Purchase Tax should be sent in future.

These changes reflect the changing incidence of Customs and Excise work and are being made in order to secure maximum efficiency and staff economy.

Accidents in shops and offices

'THERE IS A tendency to associate accidents with factories and the use of machinery. This is mistaken. During 1966 over 18,000 people were injured, 29 of them fatally, in shops and offices.'

This was stated on September 26 by Mr. Ernest Fernyhough, Joint Parliamentary Secretary to the Ministry of Labour, when he addressed the Association of Public Health Inspectors at Eastbourne.

Employers, managers and workers in offices and shops needed to consider safety as seriously as their opposite numbers in industry, said Mr. Fernyhough. Equally, local authority inspectors in their enforcement of the Act needed to be as safety conscious as factory inspectors

At the end of 1966, there were over 700,000 office and shop premises registered as within the scope of the Offices, Shops and Railway Premises Act and in these about 7½ million workers were employed.

However, real headway had been made in the task of enforcement, and at the end of last year it was estimated that about 75 per cent of the local authorities had inspected more than 50 per cent of the premises registered in their areas.

Mr. Fernyhough assured the association that there would be the fullest consultation with it and with other interested organizations on any proposals arising from the comprehensive revision of the safety, health and welfare legislation which is being embarked upon by the Minister of Labour. This would involve both the Offices, Shops and Railway Premises Act and the Factories Act and might well lead to the amalgamation of the two Acts.

Inquiry into pharmaceutical industry

THE Sainsbury Committee Report of its inquiry into the Relationship of the Pharmaceutical Industry with the National Health Service, was published on September 28. Copies are obtainable from HMSO and usual branches, price 17s. 6d.

Colliery closures deferred

THE CABINET OFFICE stated on September 29 that at a meeting with the National Union of Mineworkers in Scarborough the Prime Minister, who was accompanied by the Minister of Power and the Secretary of State for Economic Affairs, announced that the National Coal Board had agreed to a request by the Government to postpone until after the end of the year all colliery closures – other than those caused by the exhaustion of reserves – which the Board had planned to take place between October 1 and December 31. The Government has made this request in the light of an assessment of employment prospects during the coming winter, when, in spite of recent signs of a strengthening trend in the economy, seasonal factors will lead to a rise in unemployment. Sixteen collieries are affected by the decision. They are:

Scotland: Gartshore 9/11, Wester Auchengeich, Auchlochan, Fauldhead, Knockshinnoch Castle, Overtown.

Northern England: Handen Hold, Trimdon Grange, Newbiggin.

North Western England: Harrington No. 10, Mosley Common, Huncoat.

Wales: Hafod, Cefn Coed.

East Midlands: Denby.

West Midlands: Mid-Cannock.

The case of each of these collieries will be discussed by the National Coal Board with the Chairman of the Regional Planning Council for the area concerned against the background of employment prospects there this winter. Following these consultations, a further deferment of closures up to March 31 may in some cases be agreed by the NCB.

With regard to closures due to take place under the established procedures between January and March 1968, there will also be discussion, in respect of areas of high unemployment, with the regional Chairman. Here too in appropriate cases closure can be deferred until the end of the March quarter.

These measures are designed to meet the problems of this winter only and thereafter colliery closures will continue normally, the agreed procedures being followed in each case. During the standstill, starting now, men will continue to be transferred from these collieries to jobs available at longer life pits within the area, or be given the opportunity of moving to other coalfields.

There will be continuing liaison between the Government, the NCB and the Chairmen of regional Economic Planning Councils on colliery closures affecting their regions.

In telling the Union of this decision the Prime Minister made clear that in the Government's view the colliery closure programme needed to put the coal industry on to a sounder basis by March 1971 must proceed; the postponement of the closures did not mean that there had been any changes in the Government's fuel policy objectives, or on the future of the coal industry as outlined to the House of Commons by the Minister of Power on July 18.

The Prime Minister outlined other measures which the Government intended to propose to Parliament for assisting the coal industry during the period of transition up to 1970. These included measures to increase coal consumption at power stations and gas works by up to 6 million tons a year, and worth about 15,000 mining jobs a year; a plan to supplement the incomes of miners who have to leave the industry after the age of 55, and earlier pensions for such men. He also told the Union that the Government were reconsidering the extent of assistance to the NCB to meet the costs of redeploying men and eliminating uneconomic capacity.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on oversea regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Local Employment Acts, 1960/1966 — annual report

THE Seventh Annual Report to Parliament by the Board of Trade on the discharge of their obligations under the Local Employment Acts 1960/1966 for the year ended March 31, 1967 was published on September 28. The Report is the first since the Industrial Development Act 1966 came into force. The Act created new and wider development areas in place of the former development districts and renewed and extended the Board's powers to offer financial assistance in the development areas.

The Report shows that during the year the Board of Trade offered assistance amounting to over £55 million (as compared with £42 million for the previous year) towards 1,700 projects in Great Britain which were expected, based on estimates supplied by firms, ultimately to create employment for over 86,000 people.

Just over one-third (£19.5 million) of all assistance offered was for projects in the Scottish Development Area, over one-quarter (£15.2 million) for projects in the Northern Development Area of England and about one-fifth (£11.1 million) for projects in the Merseyside Development Area. The proportion of assistance going to Wales increased again and in 1966/67 accounted for nearly one-sixth of the total (£8.8 million). Building grants again showed substantial increase on the previous year and at £21.1 million were the largest form of assistance. However, factory building (£14.4 million), general purpose loans and grants (£13.7 million) and plant and machinery grants (£6.3 million) were all at a higher level than in 1965/66. An analysis of assistance by the main types of industry shows that, of the major separately identifiable industries, engineering was offered the largest amount of assistance (£16.6 million). The service industries received offers of £4.4 million, motor vehicles £3.9 million and textiles, clothing and footwear £3.5 million.

Copies of the report may be obtained from HM Stationery Office, 49 High Holborn, London, W.C.1, or through any bookseller price 2s. 0d. (by post from HMSO, PO Box 569, London, S.E.1, price 2s. 3d.).

Notes:

The main purpose of the Local Employment Acts 1960/1966 is the encouragement of the growth and proper distribution of industry in Great Britain. Similar legislation is operated by the Northern Ireland Government.

The development areas at March 31, 1967 contained 21 per cent of the insured employment of Great Britain.

Under the Acts the Board of Trade are empowered to:

(i) Acquire land and buildings, and build factories and other premises for rent (in certain cases with a rent free period of, usually, 2 years) or purchase;

(ii) Make loans and grants for the general purpose of undertakings, including provision for acquiring shares or stock:

(iii) Make grants of up to 25 per cent, or in special circumstances up to 35 per cent, of the cost of providing premises.

Before making general purpose loans and grants and building grants, the Board is required to consult the Board of Trade Advisory Committee, an independent group of business and professional men set up under the 1960 Act.

In order to attract industry to development areas the 1960 Act (as amended by the 1966 Act) also empowers other Ministries to make grants to local authorities for the rehabilitation of derelict land and grants for the provision of basic services; it also permits the Ministry of Labour to pay grants and allowances for the transfer to projects in development areas of key workers employed elsewhere.

£4m. Lyon developments in Scotland

THE LYON GROUP has acquired three new industrial estates in Glasgow. All three developments will start next year and their combined value will be about £4 million.

The first estate will be a 24-acre site at Bishopbriggs and will cost approximately £2 million. Some 40 factories covering 450,000 sq. ft. of industrial floor space will be built providing employment for more than 1,500 people.

At Carmyle, a 10-acre site is planned. Sixteen factories will be built in the £900,000 development with jobs for about 600.

The third Lyon Development will be at Renfrew. The £1 million development will extend to 14 acres housing 25 factories, and will employ 900.

These developments are planned to cover a three year programme and brings the number of Lyon Industrial Estates in Scotland either operative or in the pipeline to 22.

Industrial Development Act, 1966 — first annual report

THE First Annual Report to Parliament by the Board of Trade on the discharge of their functions under Part I of the Industrial Development Act, 1966, i.e., the administration of the investment grants scheme, was published on September 28.

The Report records that two orders have been made under the powers conferred by the Act:

(a) raising the standard rate of grant from 20 per cent to 25 per cent, and the development area rate from 40 per cent to 45 per cent in respect of approved expenditure incurred between January 1, 1967 and December 31, 1968;

(b) enabling machinery or plant, computers and hovercraft which are hired out to persons in Northern Ireland to qualify for grant. (A complementary order enabling Northern Ireland investment grants to be paid in respect of eligible assets hired out to persons in Great Britain was made under Northern Ireland legislation).

The Report also explains that during the period which it covers, whilst no grants were paid, the machinery necessary to carry out the Board's functions was set up, and that 6,305 applications were received in respect of a total expenditure of £99.6 million incurred between January 17, 1966 and March 31, 1966.

Copies of the Report may be obtained from HM Stationery Office, 49 High Holborn, London, W.C.1, or through any bookseller, price 8d. (by post from HM Stationery Office, PO Box 569, London, S.E.1, price 11d.).

Notes:

Part I of the Industrial Development Act, 1966, implements the Government's decision announced in the White Paper on Investment Incentives (Cmnd. 2874), presented to Parliament in January, 1966, to introduce an entirely new system of investment incentives. The object of the system is to concentrate the substantial assistance provided by the Government where the need to increase investment is greatest. The most direct method of achieving this is by providing cash grants. Grants can be more readily taken into account by individual firms when making their investment decisions than the previous system of investment allowances; they can provide help for new enterprises which have not yet begun to earn profits; and after a transitional period they will provide a swifter reimbursement to firms on the expenditure they have incurred.

In addition, they provide a greater certainty of benefit. Investment involves risks, and grants reduce the risks in a way in which an allowance dependent on the success of the investment does not. A system of grant can also be readily used to give special encouragement in those areas of the country where the Government particularly wish to bring about additional investment.

Payment of grant started on April 1, 1967 in respect of expenditure incurred between January 17, 1966 and March 31, 1966. Payment of grant on expenditure incurred from April 1, 1966 to June 30, 1966, started on July 1, 1967.

The investment grant offices are currently accepting claims on expenditure incurred during the six months July 1, 1966 to December 31, 1966.

Announcements about the dates on which applications may be made in respect of expenditure incurred after this date will be made from time to time.

As the Report explains, the standard rate of grant is 20 per cent and the development area rate of grant 40 per cent, but in respect of expenditure incurred during the calendar years 1967 and 1968 these rates are temporarily increased to 25 per cent and 45 per cent respectively.

Opening of TAC factory in Northern Ireland

A NEW FACTORY for Turners Asbestos Cement Co. Ltd., located at Ballyclare, Co. Antrim, was opened by Mr. R. M. Bateman, chairman of Turner & Newall Ltd., on September 25.

Asbestos-Cement products for the building industry will be manufactured at the factory, said to be the first of its kind in Northern Ireland. The buildings, covering 14 acres and including a regional sales office, were constructed at a cost of approximately £400,000.

The factory is sited adjacent to the new Ballyclare by-pass which, when constructed, will connect with the main Larne-Antrim road.

The Register of Restrictive Trading Agreements, Restrictive Trade Practices Act, 1956

Additions and amendments to the register

A LIST OF additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1967, is given below; the amendments are shown in italics.

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1967, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 6, 1967.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of References have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 15) on January 6, 1967. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the register

The register may be inspected at a fee of 1s. per day between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses: Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2; 9 Hope Street, Edinburgh 2; 21 Linenhall Street, Belfast 2.

The indexes to the register, one as published in the *Board of Trade Journal*, and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreement	Commodity
	A
3031	Advertising gifts.
789	Agricultural machinery, *delete F.2/61.*
3045	Aluminium semi-manufactures, *add D.7/67.*
	B
1257	Bacon, ham, cheese, butter, Scotland, F.9/64, *add C.7/67.*
2301	Bacon pigs, *add E.4/68.*
2305	Bacon pigs, *add E.4/68.*
3047	Bacon pigs, *add E.5/67.*
3097	Bacon pigs
1185	Bacon, ham, lard, Scotland, D.2/60, *add C.7/67.*
1745	Building materials, Coalville and district, *add F.7/67.*
2043	Building materials, Loughborough, *add F.7/67.*
126	Building materials, Middleton, *add F.4/67.*
	C
3089	Canned foods, flowers, fruit, vegetables, F.5/67.
1079	Carbon and alloy tool steel, F.1/65, *add C.7/67.*
3082	Consumer goods (trading stamps).
3038	Credit cards (hotels and restaurants), hotel and restaurant meals (trading stamps), *add F.9/67.*
	D
3088	Domestic electrical appliances, industrial gases, petroleum products, trichloroethylene.
	E
72	Electrical plant and goods, C.4/58, 3/61, 3/65, 2/66, *add C.11/65.*
3077	Electrical switchgear
483	Electric meters (domestic), *add D.12/60.*
	F
693	Fractional horsepower electric motors, D.3/58, C.4/58, *add C.11/65.*
3086	Fish, Aberdeen.
3069	Fruit, vegetables, F.5/67.
3087	Fruit, vegetables.
	G
2987	Gearboxes, E.12/69, *add D.9/67.*
	H
994	Heavy steel coil springs, F.12/65, *add C.4/67.*
1081	High speed steel, F.1/65, *add C.7/67.*
1080	High speed steel tool bits, F.3/65, *add C.7/67.*
3063	Hotel and restaurant meals (luncheon vouchers), *add D.5/67.*
	I
2859	Insulated electric cables, England and Wales, *add E.6/67.*
	L
2647	Linen handkerchiefs, *add D.6/65.*
	M
3085	Mandarin oranges (canned), E.11/67.
3076	Meat, Nottingham, F.6/67.
3067	Meat (fresh), Thurso area of Scotland, D.5/67, *add C.7/67.*
2199	Milk, Maidenhead and district, F.5/63, *add C.7/67.*
	N
3092	Newspapers (Sunday).
	O
581	Oils, other motor fuels, petrols, *add Devon.*
	P
2927	Paint.
2575	Pharmaceutical products, *add F.7/67.*
	S
644	Scaffolding, *add C.6/67.*
2869	Spirits, Halifax and district, *add F.8/67.*
245	Steel castings, C.10/62, 1/63, 4/63, *add D.3/67.*
1085	Steel forging ingots, F.2/65, *add C.3/67.*
2904	Switchgear, *add D.1/66.*
	V
3084	Vegetable oil.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
126	Building materials	Middleton	F	Apr. 1967
245	Steel castings	—	D	Mar. 1967
483	Electric meters (domestic)	—	D	Dec. 1960
1745	Building materials	Coalville and district	F	July 1967
2043	Building materials	Loughborough	F	July 1967
2575	Pharmaceutical products	—	F	July 1967
2647	Linen handkerchiefs	—	D	June 1965
2869	Spirits	Halifax and district	F	Aug. 1967
2904	Switchgear	—	D	Jan. 1966
2987	Gearboxes	—	D	Sept. 1967
3038	Credit cards (hotels and restaurants), hotel and restaurant meals (trading stamps)	—	F	Sept. 1967
3045	Aluminium semi-manufactures	—	D	July 1967
3063	Hotel and restaurant meals (luncheon vouchers)	—	D	May 1967
3069	Fruit, vegetables	—	F	May 1967
3076	Meat	Nottingham	F	June 1967
3089	Canned food, flowers, fruit, vegetables	—	F	May 1967

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
283	Fruit, vegetables.
3069	Fruit, vegetables.
2872	Hotel and restaurant meals, flowers, credit cards (hotels and restaurants).
2873	Hotel and restaurant meals, flowers, credit cards (hotels and restaurants).

Training board for chemicals

MR. RAY GUNTER, Minister of Labour, laid before Parliament an Order* on September 29 constituting the industrial training board for the chemical and allied products industry. This is the twenty-first training board to be set up under the Industrial Training Act, 1964. It will come into operation on October 9, 1967.

The chairman of the board is Mr. C. M. Wright, MSc, BSc, formerly personnel director, Imperial Chemical Industries Ltd.

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* Industrial Training (Chemical and Allied Products Board) Order, 1967, SI 1967 No. 1386, HMSO, or through any bookseller, price 1s. 6d. net.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

British-Italian films co-production agreement

A FILMS CO-PRODUCTION AGREEMENT between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the Italian Republic was concluded on September 30 in Sorrento, where a Festival of British Films was being held during the period September 25 to 30.

The Agreement was signed by the British Ambassador, Sir Evelyn Shuckburgh, and the Italian Minister of Tourism and Entertainment, Signor Achille Corona. The Agreement, which sets out the conditions under which British and Italian film producers may make co-production films, will remain in force for two years. Thereafter it will remain in force for successive periods of two years unless notice of intention to terminate it is given at least three months before the end of a period, in which case it will terminate at the end of that period.

The Agreement has been made under the terms of Section 19 of the Films Act, 1960, which provides that films made in accordance with the terms of any agreement between Her Majesty's Government and any other government may be treated as British films and so qualify as British quota films and be eligible for levy benefits. The films will similarly qualify for Italian nationality and be eligible for the corresponding support measures made available by the Italian Government to Italian national films.

A White Paper, setting out the text of the Agreement in full, will shortly be published. An Order in Council will be required to give effect to the Agreement.

Notes:

The two Governments will appoint a Mixed Commission to supervise and review the working of the Agreement.

An important provision in the Annex to the Agreement is that over each period of two years there is to be an approximate balance between the financial contributions made by the co-producers of each country to the production costs of making films, and in the usage of studios and laboratories and the employment of artists and technicians.

Each of the Contracting Parties will allow the nationals or residents of the other to enter and reside in Great Britain or Italy, as the case may be, for the purposes of making or exploiting a co-production film.

Projects for co-production films must have a minimum production budget of £100,000, at least 30 per cent, or in exceptional cases 20 per cent, of which must be subscribed by the minority co-producer. Projects must be jointly approved by the British and Italian authorities.

Prospective applicants in the United Kingdom should submit to the Board of Trade (Films Branch) their applications for approval of co-production projects to be made in accordance with the detailed requirements of the Agreement.

Co-production agreements have been in operation on the Continent for some years. Films made in accordance with such agreements (notably that between Italy and France) account for a substantial proportion of European film production.

The first British films co-production agreement made under Section 19 of the Films Act, 1960, was the agreement with France. It was signed in London on September 21, 1965, and came into force on November 6, 1965. Two co-production films have so far been made under the terms of that agreement.

The trade marks (amendment) rules 1967

THESE RULES, which came into operation on September 29, 1967, increase by £1 the fee payable from November 29, 1967, in respect of an application for the registration of a trade mark, and increase by £3 the fee payable on the renewal of a registration of a trade mark. Renewal fees paid on and after September 29, 1967, in respect of trade mark registrations which expire after November 28, 1967, will be at the increased rate.

Copies of the rules (SI 1967 No. 1366) may be obtained from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also be obtained at the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO at the usual addresses; price 8d. (by post 11d.).

International protection of patents conference

THE Association of British Chambers of Commerce is organizing a one-day conference on the international protection of patents on November 30.

The Association points out that it has long been the aim of patent experts to make some international arrangement whereby an invention can be protected in more than one country without the necessity for applying for a number of national patents.

The United International Bureaux for the Protection of Intellectual Property (BIRPI), based in Geneva, has now prepared a plan for facilitating the filing and examination of applications for the protection of the same invention in a number of countries. The plan is at present being studied at an international meeting in Geneva which began on October 2.

Even if the plan is only partially implemented, says the Association, it will have considerable implications for patent law and practice in the United Kingdom. The Association has therefore invited the Director of BIRPI, Professor Bodenhausen, to attend and speak at the conference.

The conference will be held at the Connaught Rooms, Great Queen Street, London, W.C.2, and will be opened by the President of the ABCC, Sir Robert A. Maclean. Professor Bodenhausen will explain and answer questions on the plan, and other speakers will be Mr. G. Grant, comptroller general of the United Kingdom Patent Office, and Mr. J. M. Aubrey of Courtaulds Ltd.

Tickets (eight guineas each, including lunch) and further information are available from the Secretary, Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Patents endorsed 'Licences of Right'

THE FOLLOWING patents have been endorsed 'Licences of Right' in proceedings under Section 35 of the Patents Act, 1949 on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	September 7, 1967	
942,822	Agfa Aktiengesellschaft . .	A process for the production of planographic printing plates having an aluminium support.
	September 11, 1967	
811,679	Agfa Aktiengesellschaft Fur Photofalirikation.	Process for the development of photographic images, especially colour images.
824,651	Eastern Industries Incorporated .	Traffic indicating or control apparatus.
	September 12, 1967	
1,058,250	Philco-Ford Corporation . .	The manufacture of semiconductors devices.
1,060,398	Philco-Ford Corporation . .	Fabrication of circuit devices.
	September 14, 1967	
841,625	Philco-Ford Corporation . .	Cathode ray tube apparatus.
972,521	Philco-Ford Corporation . .	Processing for conditioning a substrate prior to electroless plating.
979,718	Philco-Ford Corporation . .	Electric signal apparatus.
991,761	Philco-Ford Corporation . .	Colour television apparatus.
997,222	Philco-Ford Corporation . .	Cathode ray tube apparatus.
998,637	Philco-Ford Corporation . .	Electronic devices.
	September 15, 1967	
1,007,847	Gevaert Photo-Producten . .	Process for the preparation of 3-aclyamino-, 3-ureido, and 3-thioureido-2-pyrazoline-5-ones.
	September 19, 1967	
889,346	Electroacustic Gesellscahft mit beschrankter Haftung.	Methods of and circuit arrangements for operating alternating current motors.
878,354	The Okonite Company . .	Improvements relating to the corona-testing of the insulation of electric wires and cables.
1,054,120	Agfa Aktiengesellscahft . .	Ultra-violet absorbing filters.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 783 *of the* Board of Trade Journal *of September* 29.

Aviation and Shipping

European airbus agreement signed

THE Ministry of Technology announced on September 26 that the British-French-German Memorandum of Understanding on the European Airbus Project, whose outlines were decided during the Ministerial Conference held in London on July 25, was signed in Bonn at the Federal Ministry of Foreign Affairs by Dr. Klaus Schütz, State Secretary of the Federal Ministry on behalf of the Federal Republic of Germany, by the Transport Minister, M. Jean Chamant, for France and by the Minister of State, Ministry of Technology, Mr. John Stonehouse for the United Kingdom.

The Memorandum of Understanding envisages that the first phase of the programme extending from July 25, 1967 to July 31, 1968, will cover the work needed for an in-service date in Spring 1973 and in particular the determination of the detailed technical specifications of the aircraft, its operational characteristics and its commercial prospects. In addition, a common industrial organizaton will be set up. The realization of this major joint project will strengthen in lasting fashion European co-operation in the field of aviation technology and will promote economic and technological progress in Europe.

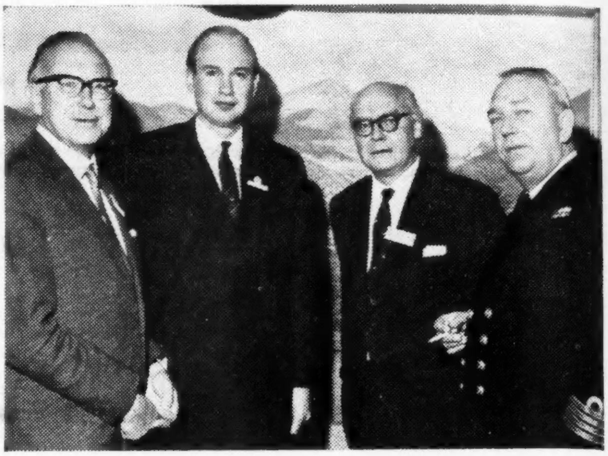
Appeals against Air Transport Licensing Board

THE BOARD OF TRADE have allowed appeals by British European Airways against the Air Transport Licensing Board's refusal of the Corporation's application to add Algiers to their licence for a London/Marseilles service, and against the Licensing Board's grant of a competing application from British United Airways Ltd. to add Algiers to their licence on the route London/Palma. The Board of Trade have also ordered the Licensing Board to rehear that part of British United Airways' application relating to increased frequencies between London and Palma.

Sir Ralph Hone, KCMG, KBE, MC, TD, the Commissioner who heard the appeals, recommended that they be dismissed, but the Board of Trade did not accept his recommendation. They considered that the larger capacity which would be made available by British European Airways on the direct London/Algiers service they proposed would be conducive to more rapid and greater expansion of the potential traffic, and thus be more likely to further the development of British civil aviation.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch AGP2), Shell Mex House, Strand, London, W.C.2.

PLA SHED SCHEME OPENING



Pictured on board the Ben Line's 20-knot liner s.s. 'Bengloe' (13,270 tons d.w.) at a reception to mark the formal opening of the Port of London Authority's £1 million 'M' Shed scheme at South Dock, India and Millwall Docks, London, last week, are (from left): Mr. Dudley Perkins, PLA director-general; Mr. William Thomson, joint managing director, The Ben Line Steamers Ltd.; Mr. J. Morris Gifford, director-general of the National Ports Council; and Captain G. Naysmith, voyage master of 'Bengloe'. In the background is a picture of the 3,671 ft. high peak in the Grampian Mountains from which 'Bengloe' takes her name.

British shipyards to build four super tankers

FOLLOWING A meeting on September 26 at the Shipbuilding Industry Board's offices, orders for a total of four tankers of 240,000 dead weight tons each were placed with the Swan Hunter Group, and Harland and Wolff Ltd. by Esso Petroleum Co. Ltd.

Civil aircraft accident

A REPORT on the accident to Bellanca Model 14-19-3G-ASRD at Welshampton, near Ellesmere, Salop on August 12, 1966 has been published by HMSO. Copies (CAP 291) are obtainable from HMSO and branches, price 2s. 6d.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate.
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38323. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House. Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings. Gabalfa. Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E. (N. Belam from October 23).

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488. Code: 0232, 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

Knights Industrial Reports

Subscription: £14 per annum (12 monthly parts plus 2 biannual bound library volumes)
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"Subscribers to this new monthly service are provided with a ready means of keeping abreast of current legislation and legal decisions in the field of industrial relations."

New Books

Industrial Research Associations in the United Kingdom. Organization for Economic Co-operation and Development. (219 pages. 17s. 6d., by post 18s. 4d., from HMSO and Government bookshops). When the Department of Scientific and Industrial Research was set up to foster the application of science to industry, one of its first activities was to encourage groups of firms to co-operate in solving common technical problems. Financial grants were offered, provided the individual firms themselves subscribed to the co-operative research organizations. The first research association was set up in 1918; now, nearly 50 years later, 45 such organizations are receiving grants from the Ministry of Technology, which has inherited this function from the old DSIR. It has been estimated that these grant-aided research associations are together capable of serving well over half of all producing industry in the United Kingdom. This is an impressive achievement, and it is useful to have a full account of the history and functioning of the scheme told in a paper written by three members of the Ministry's staff for OECD, and completed early in 1964. It is, perhaps, unfortunate that OECD should have waited over three years before publishing the paper, a period which has been the replacement of DSIR by the Ministry of Technology and other organizational changes, and has now published it substantially in its original form. This criticism, however, in no way detracts from the real merits of the work; for the information it gives on the development of the scheme, the organization and methods of operation of the research associations themselves, the criteria for receiving financial assistance, the range of services provided for member firms, and on the way in which the whole scheme has been co-ordinated and guided by the department administering it, is still largely valid today. Recent developments in individual research associations are discussed in a prefatory note by Miss C. J. Arlidge, Secretary of the Committee of Directors of Research Associations. Much valuable material is contained in a number of appendices, including particulars of all the associations which have at any time received a government grant, the standard terms and conditions of grant, DSIR's model memorandum and articles of association for a research association, and a range of statistics. Later information on the organizational background is contained in the United Kingdom volume in the OECD series *Country Reports on the Organization of Scientific Research* (18 pamphlets in case, not sold separately. 15s., by post 18s. 3d., from HMSO and Government bookshops), though this too has been to some extent overtaken by events since it was published last year.

Progress Report on Manpower. September 1967. Economic Development Committee for Hosiery and Knitwear. (8 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.). This report is based on a study made by a working party set up by the committee under the chairmanship of Mr. G. E. Dearing, the General President of the National Union of Hosiery and Knitwear Workers. The working party's terms of reference were to 'examine the manpower situation in the hosiery and knitwear industry and to report to the committee on ways and means of securing the optimum employment of manpower and of satisfying the future manpower needs of the industry.' Part 1 of the report deals with the use of manpower, and the scope for improvement in the different processes – knitting, making-up, packaging and finishing, clerical and administrative work – and the scope for improvement generally. Part 2 concentrates on attracting people to the industry. Another 'Little Neddy' publication recently produced is **Planning Warehouse Locations,** by the Economic Development Committee for the Distributive Trades (16 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.). This publication has been prepared by the wholesale subcommittee of the Distributive Trades EDC in the course of their study of methods of improving efficiency in the wholesale function. Until fairly recently over-riding emphasis has been placed, with a view to increasing efficiency, on scrutinising the production process, and the economies which can be achieved in the distribution of the finished product have tended to be overlooked. There is now evidence of a change of emphasis and this change is relevant to wholesalers, retailers and manufacturers alike. The trend has been to reduce the number of warehouses, and where possible to set up a central warehouse or warehouses within a given area. These warehouses tend to be very large and highly automated, and their re-location has sometimes had impacts on the firms concerned not foreseen at the inception of the change. Nevertheless very substantial economies in the long run can and are being achieved, as are shown in the case studies which make up the main part of this report.

The Pan paperback house has recently started producing reprints of textbooks on scientific management on a broad distribution basis and at low cost. The first five books in their new *Management Series* are **Managing for Results,** by Peter F. Drucker. (270 pages, 7s. 6d., first published in 1964); **The Reality of Management,** by Rosemary Stewart (205 pages, 6s., first published in 1963); **Dynamic Business Management,** A Simple Guide to Methods of Running a Progressive Business in a Changing World, by Harold Norcross (141 pages, 5s., first published 1962); **Selling and Salesmanship,** by R. G. Magnus-Hannaford (141 pages, 5s., first published 1964); and a 'background book' **My Years with General Motors,** by Alfred P. Sloan, Jr., edited by John McDonald with Catherine Stevens (480 pages, 12s. 6d., first published 1965). Another paperback on management which has recently appeared, this time a new book, is **Introduction to Managerial Economics,** by Christopher I. Savage and John R. Small (229 pages. Hutchinson University Library. 12s. 6d., also available in a cased edition at 30s.). It is intended as an elementary introduction to managerial economics for the general reader, the student working for a degree or diploma in management, business studies or economics, and the practising manager interested in the relevance of economic concepts and analysis to business problems and decisions.

The Companies Bill first introduced by the Government in 1965 was intended to give statutory effect to some of the recommendations of the Jenkins Company Law Committee which had reported in 1962. This bill lapsed with the dissolution of Parliament in 1966; and by the time that a further bill had reached the statute book as the Companies Act 1967 it had been considerably enlarged and amended, comprising in the end 130 sections and eight schedules. In addition to imposing more detailed requirements on all companies regarding the presentation of accounts and the directors' report, and in requiring the disclosure of additional information to shareholders and the general public, a complete new part was added to the bill giving the Board of Trade greatly extended powers of supervision over insurance companies. The Board's powers of inspection for all companies were also notably strengthened. Such a major piece of legislation, as it eventually became, has naturally attracted the attention of legal publishers. The most substantial commentary on the act to be published so far is **The Companies Act 1967,** by S. W. Magnus and M. Estrin (577 pages. Butterworths, 85s.), which is also issued as part of *Butterworths Annotated Legislation Service*. This is a work mainly intended for the legal practitioner. It comprises a 140-page introduction to the act which is largely taken up with a summary of the *Report* of the Jenkins Committee and indicates which of the Committee's recommendations have been implemented by the new act. This is followed by the text of the act itself; and after each section there are extensive notes of explanation and interpretation. An appendix contains the texts of the relevant parts of other statutes which have been amended by the 1967 act, printing them in their amended form. Another recently published book – **The Companies Act 1967** by T. M. Wedderburn (148 pages. Sweet & Maxwell, 27s. 6d.) – is intended to make the new requirements intelligible to both the non-lawyer and non-accountant as well as summarizing them for the expert. Each chapter deals with one of the topics on which the law has been altered by the 1967 act, and summarises the whole law as it now stands both under the new act and the previous legislation.

Library Resources in Wales and Monmouthshire. Adnoddau Llyfrgelloedd Cymru a Mynwy. Edited by Barbara Burton and J. M. Wood, for the Library Association Reference, Special and Information Section, Western Group. (61 pages. The Library Association, Reference, Special and Information Section, 7 Ridgmount Street, London, W.C.1. 16s. post free, 12s. to Library Association members). Previous volumes in this uniform series covered greater Manchester, south-west England and the Channel Islands, and the west Midlands (noticed in the *Board of Trade Journal*, February 18, 1966, page 376 and June 24, 1966, page 1411). The area covered by the present guide is the 13 counties comprising Wales and Monmouthshire. Almost two hundred public, academic, industrial, research, government and society libraries have been surveyed in this useful guide and information is given on location, availability, special collections, services and publications. The arrangement is alphabetical by name of library, with topographical and subject indexes to facilitate the use of the guide.

Other publications

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT AND INTERNATIONAL DEVELOPMENT ASSOCIATION ANNUAL REPORT 1966/1967. 74 pages. Available free from the IBRD, New Zealand House, Haymarket, London, S.W.1.

INTERNATIONAL FINANCE CORPORATION ANNUAL REPORT 1966/1967. 37 pages. Available free from the IBRD, New Zealand House, Haymarket, London, S.W.1.

MALAWI LAND OF PROMISE. A Comprehensive Survey, by Frank E. Read, produced in conjunction with the Malawi Government Information Department. 124 pages. Available free from the Malawi High Commission, 47 Great Cumberland Place, London, W.1.

TWENTY-SECOND ANNUAL REPORT OF THE COUNCIL OF INDUSTRIAL DESIGN AND OF ITS SCOTTISH COMMITTEE 1966/1967. 52 pages. 5s., by post 5s. 8d., from HMSO and Government bookshops.

IMPORTANT SALE OF CIVIL ENGINEERING PLANT

and

THE WHOLE SAND & GRAVEL PLANT LYING AT HARDGRAVE QUARRY, RUTHWELL, DUMFRIESSHIRE

including

CIVIL ENGINEERING PLANT, ETC.

Liebherr Model R360 Diesel Hydraulic Crawler Excavator. (New 1964); Priestman Cub Mark V Excavator; 7 Ruston-Bucyrus 10 R.B., 19 R.B., 24 R.B., 33 R.B. and 37 R.B. Excavators; 3 Caterpillar 955 and 977 Traxcavators; Allis-Chalmers HD7G Tractor Shovel. (New 1965); International 175 Power Shift Loading Shovel. (New 1964); 7 International B8K3 and B6K3 Drott Skid Shovels; 2 Fiat FL4 and FL6 Tractor Shovels; International BH70 Payloader Four-Wheel Drive Loading Shovel; Track Marshall Model 60 Crawler Shovel; Chaseside 700 Loading Shovel; 2 Fiat Models 60 C.I. and A.D.7 Crawler Angledozers; 8 J.C.B. 4, Dinkum 60 and Massey-Ferguson 244 Excavator-Loaders. (New 1965 to 1961); 7 Aveling-Barford, Marshall and Huber Diesel Road Rollers, from 10-Tons to 4-Tons; 2 Stothert & Pitt 28W Vibratory Road Rollers; Barber Greene Olding Junior 875 Diesel-Driven Asphalt Finisher; Jones 3-Ton Self-Propelled Mobile Crane; Blaw Knox 13-Yard Scraper; 11 Liner, Thwaites, Barford, Rob Roy and Chaseside Light-Diesel Dumpers; 6 Arpic, Broomwade and Jenbach Diesel-Driven Air Compressors, from 160 to 78 C.F.M.; 2 Mono Rail Power Waggons; 5 Winget, Benford and Liner 5/3½ and 7/5 Diesel Concrete Mixers; 2 Liner No. 4 Portasaws; Arps Trench-Devil Diesel-Driven Trencher Unit. (New 1963); 12 Diesel and Petrol-Driven Centrifugal and Diaphragm Pumps; New Suction and Delivery Hose; 88 Auto Diesels Well Points; Reconditioned Ruston 5VPBN Engine; Kennedy No. 4 Diesel-Driven Bar Bender; 2 Generator Sets; Gullick Size 1 Hydraulic Concrete Burster; 9 Demolition Tools and Rock Drills; etc.

MOTOR VEHICLES, SCRAP MATERIALS, ETC.

3 Dodge 8-Ton Diesel Tippers. (New 1965); Scammell 25-Ton Diesel Low Loader; E.R.F. 10-Ton Diesel Articulated Lorry; 3 Land Rover 109in. Diesel Utility Vehicles; Ford Van. (New 1960); Austin Van. (New 1961); 2 Blaw Knox and Truck-crete Truck Mixers; A.E.C. Standard 10 Cu. Yd. Dumptruk. (New 1962); Singer Gazelle Saloon Car. (New 1960); 9 Foden 7½-Ton Hydraulic Tippers – 2 suitable for Spares; 3 Lorry Trailers; 20 Tons Scrap Cable; 2 Tons Scrap Batteries; 1 Ton Scrap Brass; etc.

SAND AND GRAVEL PLANT, ETC.

Parker Rocksizer 36in. x 12in. Roller Bearing Stone Crusher. (New 1962); Parker Stonesizer 24in. x 6in. Roller Bearing Stone Granulator. (New 1966); Marsden 24in. x 6in. Stone Granulator. (New 1962); 2 Marsden 18in. and 24in. Sand Washers and De-waterers; Marsden Unicon Type 5/6 Horz. Rotary Screen Washer; Marsden Rota-Vibra 8ft. x 4ft. Single-Deck Vibrating Screen; Marsden 400-Ton Steel Storage Hopper; 17½-Ton Crusher Feed Hopper, with Locker-Taylor Vibrator; 4 Marsden 24in., 22in. and 18in. Troughed Belt Conveyors, from 130ft. to 40ft. Centres; 4 A.C. Three-Phase Slip Ring and Squirrel Cage Motors, from 75 H.P.; Motor Starting Gear and Distribution Panels; Cytringan 9 K.V.A. Welding Transformer; 2 Worthington-Simpson DM5in. and 2in. DM6 Monobloc Pumps; 500-Gallon Diesel Storage Tank; New Sand and Gravel Plant Spares; Power Cables and Fittings, etc.

THE WHOLE SALE TO BE CONDUCTED AT ALBYN PLANT DEPOT, BROXBURN, WEST LOTHIAN, ON THURSDAY, 12th OCTOBER, 1967. AT 11 a.m. PROMPT.

ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.
SHIRLAW, ALLAN & CO., AUCTIONEERS & VALUERS,
5 Keith Street, Hamilton, Lanarkshire.
HAMILTON, SEPTEMBER, 1967. Tel. No. Hamilton 23063

NEW FACTORIES & WAREHOUSES

FOR DISPOSAL

STOCKTON-ON-TEES, CO. DURHAM

ADVANCE UNITS UNDER CONSTRUCTION
10.800 sq. ft. £3,600 p.a. excl. 5.400 sq. ft. £1,850 p.a. excl.
150 acres for development (Freehold available)
Board of Trade grants
Outstanding facilities close to estate include:—
Port, Teesside Airport and Freight Liner services to London and Liverpool
JOINT SOLE AGENTS:—

RICHARD ELLIS & SON,
26 Dover Street, London, W.1
01-499 7151

CHAMBERLAIN & WILLOWS,
23 Moorgate, London, E.C.2
01-638 8001.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

Brtish businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 001-828 3400.

Government surplus sales by auction

MINISTRY OF DEFENCE

<table>
<tr><th>1967</th><th>Stores</th><th>Location of Sale</th><th>Auctioneers</th></tr>
<tr><td>October 12</td><td>Miscellaneous stores</td><td>Auctioneer's Premises</td><td>Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 29292).</td></tr>
<tr><td colspan="4">Carpets; white and coloured blankets; sheets; pillowcases; pillows; kit bags; greatcoats; overalls; ankle boots and shoes; B.D. and denim blouses and trousers; serge jackets; jerseys; pullovers; vests; lovat and drill trousers; mixed rags; ground sheets; scrap leather; tentage; flameproof covers; easy chairs; wardrobes and other furnishings; mattresses; test sets and meters; teleprinters; binoculars; office safes; stoves; cookers; aluminium lockers; kitchenware; hydraulic and screw lifting jacks; hand tools and tool kits; BDW screw cutting sets; wooden and aluminium extending ladders; steel pallets; mounted generating sets; electrical equipment; Bedford and Ford V8 industrial engines; pump units; stacker trucks; bicycles; electric cable; scrap copper, brass and aluminium; rotary and other offset proving presses and lithographic printing presses; watches; small wooden casks; electric fans; asbestos sheets; wire rope, etc.</td></tr>
<tr><td>Oct. 17-18</td><td>Miscellaneous stores</td><td>The Lido Ballroom, Worthy Lane, Winchester, Hants.</td><td>Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).</td></tr>
<tr><td colspan="4">Daimler scout cars; fork lift trucks; outboard motors and spares; Ransome Proconsul ploughs and harrows; machine tools; M.T. spares; concrete mixer; lead acid batteries; electrical equipment and spares; asbestos sheeting; generating sets; ammunition and engine boxes; clothing and textiles; furniture; mixed rags and old canvas; binoculars; watches; cameras, etc.; ball bearings various; electric cable; hydraulic and screw jacks; battery charging sets; engineering tools; trailer mounted mobile field ovens; periscopes; prisms; episcopes; water bottles; kitchen utensils and glassware; canvas haversacks; teleprinter units and a large assortment or other miscellaneous equipment.</td></tr>
<tr><td>Oct. 24-25</td><td>Miscellaneous stores</td><td>Central Ordnance Depot, Bicester, Oxon.</td><td>Midland Marts, Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).</td></tr>
<tr><td colspan="4">Furniture; miscellaneous kitchen equipment; clothing and textiles; including vests; drawers; motor cyclists boots; ankle boots and shoes; rubber boots; Wellington boots; greatcoats; canvas valises; manpack carriers; miscellaneous saddlery; Coventry Climax fire pump trailers; miscellaneous fire-fighting equipment; wooden 30 ft. and 35 ft. extension ladders; 2-way wooden pallets; electric cable; wireless and electrical equipment and spares; M.T. spares; hand saws; cotton tarred hawser laid cordage; miscellaneous cobblers equipment; fire extinguishers; Bedford and Ford V8 engines; Dennis fire pump trailer spares; assorted hand tools; miscellaneous tenting equipment; machine tools; tubular steel frames; Soyer stoves; jerricans ($4\frac{1}{2}$ gal.); Atkinson grit spreaders; BSW screw cutting tool sets; galvanized corrugated iron sheets; and a large assortment of other miscellaneous equipment.</td></tr>
<tr><td>Nov. 2</td><td>Technical and miscellaneous stores</td><td>No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.</td><td>Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053)</td></tr>
<tr><td colspan="4">Aircraft wheels; inverters; actuators; generators; transformers; meters; fuel pumps; motors; generating sets; brake units; alternators; regulators; electric cable; batteries; rubber dinghies; wooden cases; prismatic binoculars; cameras and photographic equipment; film and bromide paper; footwear; furniture; water bottles; clothing including, greatcoats, raincoats, jackets, blouses, khaki drill clothing; underwear, etc., and a large quantity of other miscellaneous stores.</td></tr>
</table>

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice	
49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.
Export Rebates	
435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
473	Ships and Aircraft.

Hemlines will astound again this year

And among those astounded will be Pamela's mother. It's her skirt.

A future fashion model here, you think? Why not? Everything is possible in a country growing as fast as hers. It's exciting, this growth. We watch it every day—and we assist it by encouraging trade. If you personally are looking for new markets in the countries of the Commonwealth, then contact us straight away. Our knowledge of local conditions and requirements is unrivalled.

For detailed market reports from our African, Caribbean or Mediterranean branches, write to Intelligence Department, Barclays Bank D.C.O., 54 Lombard Street, London E.C.3.

Barclays Bank D.C.O. *Britain's Largest Overseas Bank*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter	133	132	167	161	129	109	164	128	163	189	178	+ 39	+ 3	— 8	+14
2nd quarter		133				109		125*	178*				— 1*	—12*	+14
1967															
February		132				109									
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August						111									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	% change on year earlier	Wholesale price index: non-food manufacturing industry- Basic material and fuel used†	Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	110·0	133·6	172·8	508	168		167	160	—125
3rd quarter								555*	158*				
1967													
February	150	105	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3*	134·3*	176·3	543	155		157	163	
August			139·7	+1·4	109·5*	134·4*	176·6	559	155		162	155	
September								563*	165*				

*Provisional. †Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						(1) TERMS OF TRADE
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter .	107	114	99	81	114	114	101	116	106	113	119	118	116	106
1965 August. .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August. .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March . .	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April . .	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May . .	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June . .	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July . .	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August. .	108	110	97	104	115	115	101	117	107	110	119	119	116	106

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

THE CONTINUED rise in landed prices of oil due to higher freight charges was mainly responsible for the further increase of 1 per cent in the unit value index of total imports in August. This confirmed the reversal in trend in July from the previously falling level of import prices this year. In the last three months June/August, however, the unit value index of imports was nearly 2 per cent lower than in the second half of last year. The export unit value index was marginally higher in August following little change since the beginning of 1967 and for the year so far has averaged just over a half per cent higher than in the second half of 1966. The terms of trade in the first eight months of this year were on average 1½ per cent more favourable than in the second half of 1966. However, sharply rising import prices in August have resulted in a fall-back by 1 per cent in the terms of trade in that month, after a slow but favourable rise over the previous year and a half.

Compared with the second half of 1966, the lower unit value index of imports this year reflects a continued moderate decline in the unit values of basic materials, an easing back in the unit values of manufactured goods, mainly caused by lower copper prices, and a fall in recent months in unit values of food, beverages and tobacco. The unit value index of total imports has averaged 1 per cent less over the first eight months of 1967 than in the second half of last year, despite the sharp increase in the last two months in the unit value index for fuels which had previously shown a gradual decline in the first half of the year. The recent events in the Middle East including the closure of the Suez Canal have had a marked effect upon freight charges for imported oils. These have increased markedly and were mainly responsible for the increased import unit value for fuels in July and August of this year.

The small increase in the export unit value index in the year to August, mainly reflects the rise in unit values of some manufactured goods including machinery and transport equipment and textiles. In the index for manufactured goods, these increases were partly offset by lower unit values of chemicals and metals, which have, on average, fallen this year compared with the latter half of

(*Continued on next page*)

United Kingdom import and export volume index numbers (unadjusted)

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	·3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
1966 August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143

1966. The level of the unit values for non-manufactures has also fallen moderately in the period.

Trends in the volume of trade are discussed in the quarterly articles which analyze United Kingdom trade in more detail than in the monthly commentaries.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends.* All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Economic Trends, September 1967

THE SEPTEMBER ISSUE of *Economic Trends*, issued by the Central Statistical Office on September 29 (HMSO, price 7s.), contains the regular monthly article on the economic situation; an article, with detailed tables, on the United Kingdom balance of payments in the second quarter of 1967; and an article on the Overseas Sterling Area balance of payments in the first quarter of 1967.

The article on the United Kingdom balance of payments amplifies the summary account and tables published in a Treasury press notice on September 13. The article on the economic situation contains an introductory 'General Assessment' which was also published in a press notice on September 13.

United Kingdom import and export volume index numbers (sea sonally adjusted)

TABLE 3

(1961 = 100)

	IMPORTS							EXPORTS							
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods		Total	Non-Manufactures	Manufactured Goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights . .	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter .	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter .	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter .	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter .	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter .	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter .	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter .	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter .	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter .	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
2nd quarter .	*133*	*132*	*107*	*102*	*163*	*169*	*166*	*124*	*136*	*123*	*157*	*97*	*113*	*117*	*139*
1966 August .	*129*		*110*	*112*	*157*	*151*		*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September .	*121*		*100*	*103*	*150*	*143*		*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October .	*118*	*118*	*101*	*101*	*155*	*133*	*132*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November .	*107*	*107*	*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December .	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January .	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February .	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March .	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April . .	*137*	*136*	*108*	*102*	*175*	*176*	*171*	*126*	*136*	*126*	*162*	*97*	*112*	*121*	*145*
May . .	*132*	*131*	*107*	*105*	*173*	*161*	*157*	*126*	*139*	*124*	*153*	*98*	*120*	*121*	*132*
June . .	*130*	*130*	*106*	*99*	*141*	*171*	*169*	*119*	*133*	*118*	*155*	*96*	*108*	*110*	*139*
July . .	*124*	*123*	*103*	*101*	*112*	*161*	*158*	*124*	*145*	*121*	*150*	*93*	*115*	*116*	*138*
August .	*129*	*128*	*102*	*104*	*148*	*167*	*164*	*118*	*119*	*119*	*144*	*91*	*110*	*113*	*141*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 29, 1967.

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 2 – 21st Year . . .	Br/E 32668	10	September 28	Data Film Distributors Ltd. . . .	National Coal Board.
Circus of Fear	Br/E 32669	82	September 28	Warner-Pathe Distributors Ltd. . . .	Circus Films Ltd.
Pathe Pictorial Series 664/676:					
Pathe Pictorial No. 670	Br/E 32675	9	September 29	,, ,, . . .	Associated British-Pathe Ltd.
Pathe News 67-77	Br/E 32315	7	September 29	,, ,, . . .	,, ,,
Pathe News 67-78	Br/E 32316	8	September 29	,, ,, . . .	,, ,,
Movietone News 1998	Br/E 32449	7	September 29	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1998A	Br/E 32450	7	September 29	,, ,, . .	,, ,,
			FOREIGN		
Angelique (Angelique – Marquise des Anges) .	F 32670	116	September 29	Butcher's Film Distributors Ltd. . . .	Francos Films, Paris.
Who's Minding the Mint?	F 32671	97	September 29	Columbia Pictures Corp. Ltd. . . .	Norman Maurer Productions Inc.
The Desperado Trail	F 32672	93	September 29	,, ,, . . .	Rialto-Film Preben Philipsen G.m.b.H., Berlin,
Rings Around the World	F 32673	98	September 29	,, ,, . . .	C.A.A.M. Co.
The Mystery of Thug Island . . .	F 32674	86	September 29	,, ,, . . .	Liber Film Rome and Eichberg-Film G.m.b.H., Monaco.

Production of man-made fibres in August

TOTAL PRODUCTION by weight of man-made fibres in August was 4 per cent more than in August 1966. Within the total, output of continuous filament was 3 per cent more and staple fibre 5 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Man-made fibre production

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1967 1st quarter	106·6	130·6	237·1
2nd quarter	110·0	130·8	240·8
1966 June	36·2	39·5	75·7
July	34·0	39·2	73·2
August	30·4	32·6	62·9
1967 June	36·9	42·6	79·4
July	34·9	39·4	74·3
August	32·1	34·2	66·2

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at September 20, 1967, amounted to £127.8 million, of which £112.1 million was from the Clearing Banks and £15.7 million from the Scottish Banks.

Quarterly analysis of man-made fibres

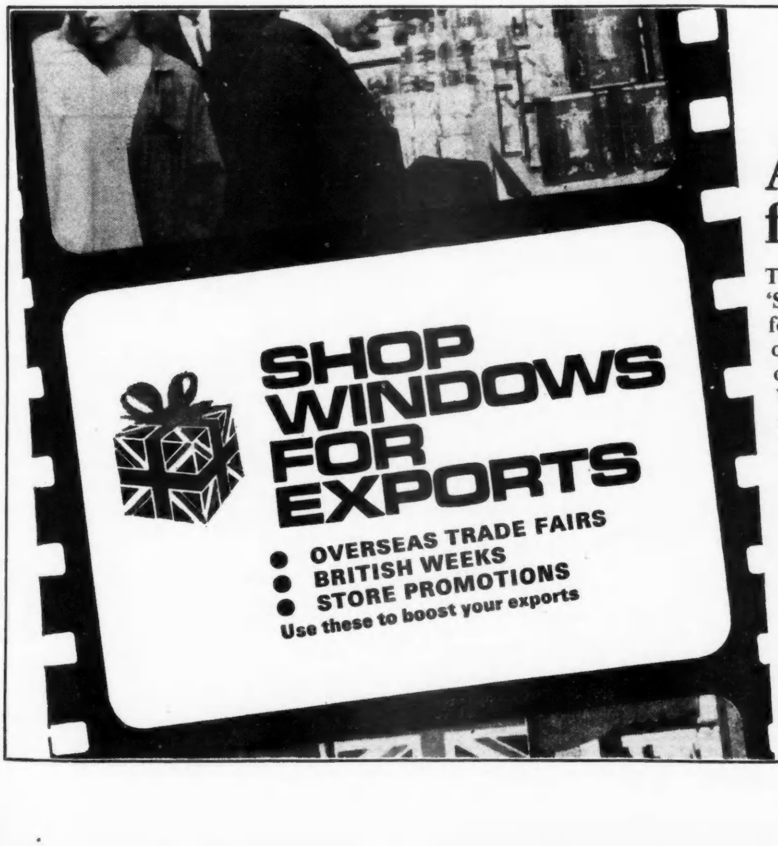
TOTAL PRODUCTION by weight of synthetic fibres in the second quarter of 1967 was 1 per cent more than in the same quarter of 1966; total production by weight of viscose plus acetate fibres was 6 per cent more.

Within the total for synthetic fibres, production of continuous filament was 1 per cent less and staple fibre 2 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was 3 per cent less and production of staple fibre 13 per cent more than in the second quarter last year.

Quarterly averages and quarterly totals (million lb. 'delivered weight' basis)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1966	52·8	50·0	43·5	74·1	96·3	124·1
1963 1st quarter	31·0	45·7	21·5	73·8	52·5	119·6
2nd quarter	34·8	47·8	21·5	73·9	56·3	121·7
3rd quarter	34·9	45·6	20·6	70·3	55·5	115·9
4th quarter	41·1	49·4	26·9	80·2	68·0	129·6
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1
3rd quarter	50·8	46·4	39·5	68·7	90·3	115·1
4th quarter	46·5	48·1	40·7	80·0	87·2	128·1
1967 1st quarter	58·8	47·8	48·4	82·2	107·1	130·0
2nd quarter	59·7	50·3	49·2	81·6	108·9	131·9

The heading 'Viscose + acetate' includes triacetate and a very small quantity of protein fibres.



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

**Central Film Library, Government Buildings,
Bromyard Avenue, Acton, London, W.3.
Phone: 01-743 5555.**

United Kingdom trade by air

THE VALUES OF IMPORTS, United Kingdom exports, and re-exports carried by air in the first half of 1967 were £321 million, £256 million and £93 million respectively. The value of imports by air increased faster than that of total imports, and in the first half of 1967 accounted for nearly 10 per cent of the total, compared with just over 9 per cent in the second half of last year. The proportions of re-exports and of United Kingdom exports as carried by air in the first half of 1967 at 34 per cent and 9½ per cent respectively, showed little change from the proportions in 1966.

The Commodity Divisions with the highest proportions of airborne trade remained the same. For exports these were clothing (44 per cent), scientific instruments (33 per cent), medicinal and pharmaceutical products (31 per cent) and leather manufactures (29 per cent). For imports they were electrical machinery (53 per cent), scientific instruments (53 per cent) and medicinal and pharmaceutical products (40 per cent).

Of the total of the United Kingdom's trade by air in the first half of 1967 Western Europe accounted for 41 per cent of imports, 44 per cent of United Kingdom exports and 56 per cent of re-exports. North America accounted for 32 per cent of imports and 28 per cent of both United Kingdom exports and re-exports. The individual countries having the largest shares of our airborne trade were the United States, France and West Germany.

Statistical note:

From January 1, 1965, figures for precious stones and pearls have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for comparison. Complete aircraft flown in and out under their own power are included in the totals for all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	IMPORTS			UK EXPORTS			RE-EXPORTS		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1962	4,627·7	270·7	5·8	3,904·6	257·7	6·6	157·6	41·1	26·1
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,751·1	438·3	7·6	4,728·0	370·5	7·8	172·8	54·7	31·7
1966	5,954·0	545·9	9·2	5,042·2	483·1	9·6	193·8	64·5	33·3
1965 January-June	2,855·7	213·5	7·5	2,327·1	177·5	7·6	83·0	26·5	32·0
July-December	2,895·3	224·8	7·8	2,400·8	193·0	8·0	89·9	28·2	31·4
1966 January-June	3,038·9	282·0	9·3	2,465·0	235·0	9·5	99·7	33·8	33·9
July-December	2,915·1	263·9	9·1	2,577·2	248·1	9·6	94·1	30·7	32·7
1967 January-June	3,229·7	320·6	9·9	2,672·7	255·7	9·6	93·2	31·8	34·1

Table 2. Commodity composition of United Kingdom exports

Selected Divisions		July-December 1966			January-June 1967		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
00*	Live animals (excluding zoo animals, dogs and cats)	9·2	3·5	38	12·8	2·6	20
51	Chemical elements and compounds	57·0	3·8	7	61·6	3·4	6
54	Medicinal and pharmaceutical products and goods	37·7	11·1	29	41·8	13·0	31
55	Essential oils and perfume materials; toilet, polishing and cleansing preparations	21·2	0·7	3	22·5	0·6	3
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	16·2	4·4	27	15·9	4·6	29
62	Rubber manufactures, not elsewhere specified	24·2	0·8	3	27·6	0·8	3
65	Textile yarn, fabrics, made-up articles, and related products	133·3	9·5	7	134·2	8·2	6
66	Non-metallic mineral manufactures, not elsewhere specified	147·9	6·0	4	146·7	4·2	3
68	Non-ferrous metals	102·8	14·9	15	107·5	18·4	17
69	Manufactures of metal, not elsewhere specified	79·7	3·6	4	83·1	3·5	4
71	Machinery, other than electric	527·7	65·7	12	555·3	65·2	12
72	Electrical machinery, apparatus and appliances	179·8	28·0	16	185·9	29·4	16
Ex 73	Transport equipment	355·4	21·2	6	383·2	26·4	7
84	Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	30·4	14·5	48	26·3	11·5	44
85	Footwear, gaiters and the like	10·0	1·1	11	8·3	0·9	11
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	57·3	20·8	36	64·3	21·1	33
89	Miscellaneous manufactured articles, not elsewhere specified	88·7	18·6	21	89·2	19·8	22
	All other goods	698·7	20·0	3	706·7	22·0	3
	Total	2,577·2	248·1	10	2,672·7	255·7	10

* Horses exported temporarily for racing, breeding or other purposes are entered under this heading.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 3. Commodity composition of imports

	Selected Divisions	July-December 1966			January-June 1967		
		Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
			£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
00*	Live animals (excluding zoo animals, dogs and cats)	28·6	3·3	11	24·8	1·8	7
21	Hides, skins and furskins, undressed	29·3	9·6	33	26·2	10·1	39
28	Metalliferous ores and metal scrap	96·2	7·3	8	95·6	11·2	12
51	Chemical elements and compounds	59·9	6·3	10	71·9	10·4	14
54	Medicinal and pharmaceutical products	7·6	2·9	38	7·0	2·8	40
55	Essential oils and perfume materials; toilet, polishing and cleansing preparations	8·0	2·2	28	8·9	1·9	21
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	13·9	1·6	12	14·1	2·0	14
65	Textile yarn, fabrics, made-up articles, and related products	71·5	11·2	16	89·3	13·0	15
66	Non-metallic mineral manufactures, not elsewhere specified	108·3	32·9	30	139·3	51·9	37
68	Non-ferrous metals	209·0	5·8	3	192·4	8·2	4
69	Manufactures of metal, not elsewhere specified	25·9	4·5	17	30·7	5·2	17
71	Machinery, other than electric	207·0	64·4	31	265·3	69·4	26
72	Electrical machinery, apparatus and appliances	74·3	39·7	53	90·0	47·3	53
Ex 73	Transport equipment	41·2	8·6	21	69·3	8·1	12
84	Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	35·4	10·6	30	39·5	11·0	28
85	Footwear, gaiters and the like	9·5	1·8	19	14·7	2·0	13
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	37·7	20·4	54	48·0	25·4	53
89	Miscellaneous manufactured articles not elsewhere specified	61·3	20·2	33	69·7	26·2	38
	All other goods	1,790·5	10·7	1	1,933·1	12·6	1
	Total	2,915·1	263·9	9	3,229·7	320·6	10

* Horses imported temporarily for racing, breeding or other purposes are entered under this heading.

Table 4. Commodity composition of re-exports

	Selected Divisions	July-December 1966			January-June 1967		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
21	Hides, skins and furskins, undressed	12·4	7·2	58	14·4	8·7	60
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	1·8	1·0	54	1·6	0·7	45
68	Non-ferrous metals	10·1	0·4	4	7·8	0·1	2
71	Machinery, other than electric	15·4	9·1	59	16·5	8·3	50
72	Electrical machinery, apparatus and appliances	6·3	4·4	70	6·7	4·9	74
Ex 73	Transport equipment	5·5	2·2	39	4·4	2·7	62
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	2·7	1·8	66	3·3	2·2	65
89	Miscellaneous manufactured articles, not elsewhere specified	3·7	2·4	66	3·7	2·1	57
	All other goods	36·3	2·3	6	34·7	2·0	6
	Total	94·1	30·7	33	93·2	31·8	34

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

	IMPORTS						UK EXPORTS						RE-EXPORTS					
	July-December 1966			January-June 1967			July-December 1966			January-June 1967			July-December 1966			January-June 1967		
	Total £m. c.i.f.	By air		Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
West Germany	144·3	24·5	17·0	172·2	23·4	13·6	122·9	24·5	19·9	119·7	19·6	16·4	15·9	7·3	46·0	14·6	5·9	40·7
Netherlands	138·9	9·4	6·8	152·2	10·6	7·0	94·4	12·8	13·6	100·5	10·8	10·8	6·7	0·8	11·1	4·5	0·7	16·3
Belgium	60·8	5·8	9·5	69·3	6·2	9·0	88·2	5·8	6·6	95·4	5·9	6·1	2·3	0·6	24·6	2·5	0·8	30·7
France	101·0	25·8	25·5	122·8	28·8	23·4	95·0	27·9	29·4	109·4	33·2	30·4	7·1	4·1	58·5	6·6	3·2	48·7
Italy	81·8	11·6	14·2	98·1	11·6	11·9	67·2	11·8	17·6	73·4	11·4	15·5	9·5	3·0	31·5	10·3	3·5	34·1
Sweden	107·8	3·9	3·6	125·5	5·0	4·0	105·1	7·0	6·6	114·5	7·1	6·2	2·6	0·4	13·4	2·7	0·4	13·3
Denmark	102·7	2·5	2·4	106·6	4·1	3·9	65·8	3·2	4·8	78·5	3·2	4·1	1·2	0·2	17·1	1·6	0·3	21·4
Switzerland	46·2	18·7	40·4	59·7	26·1	43·8	52·5	8·6	16·4	58·1	9·5	16·3	2·8	1·2	41·2	3·3	1·7	52·0
Portugal	24·0	8·8	36·5	29·7	9·4	31·7	23·2	1·5	6·3	25·4	1·4	5·3	0·4	0·1	14·5	0·5	0·2	40·9
Austria	13·6	2·2	16·0	18·6	2·6	13·9	21·0	1·9	9·1	21·0	2·3	11·2	0·9	0·3	32·7	0·7	0·2	33·8
Spain	35·4	0·9	2·4	30·3	0·8	2·7	47·9	2·7	5·5	52·4	3·0	5·8	1·0	0·3	25·3	1·3	0·3	23·9
Irish Republic	101·1	9·4	9·3	104·9	8·5	8·1	92·8	11·8	12·8	94·3	10·0	10·6	5·4	0·8	15·2	5·0	0·6	12·5
United States of America	346·0	76·2	22·0	397·5	92·4	23·2	328·9	53·0	16·1	301·5	56·4	18·7	12·3	5·9	48·1	12·3	7·4	60·2
Canada	223·4	8·4	3·8	223·6	10·8	4·9	107·6	17·0	15·8	110·4	16·5	14·9	3·8	1·5	38·9	3·4	1·4	42·3
India	61·1	1·9	3·0	59·9	1·6	2·7	44·8	2·3	5·2	47·0	2·4	5·1	0·7	0·3	36·0	0·9	0·5	55·0
Australia	100·5	1·1	1·1	88·4	1·1	1·2	136·4	4·9	3·6	136·2	4·9	3·6	1·2	0·2	19·4	1·3	0·4	31·6
Republic of South Africa	88·8	4·7	5·3	115·9	9·7	8·3	134·1	3·1	2·3	144·3	3·4	2·3	1·7	0·2	12·4	2·3	0·3	12·4
Japan	38·1	2·4	6·3	47·1	3·1	6·6	36·0	8·6	23·9	40·9	8·6	21·0	1·9	0·5	25·0	2·7	0·5	17·9
Total of above countries	1,815·4	218·1	12·0	2,022·4	255·9	12·7	1,663·7	208·4	12·5	1,723·1	209·6	12·2	77·5	27·5	35·5	76·3	28·4	37·2
All other countries	1,099·7	45·8	4·2	1,207·2	64·7	5·4	913·5	39·7	4·3	949·6	46·2	4·9	16·6	3·3	19·6	16·9	3·4	20·1
Grand Total	2,915·1	263·9	9·1	3,229·7	320·6	9·9	2,577·2	248·1	9·6	2,672·7	255·7	9·6	94·1	30·7	32·7	93·2	31·8	34·1

(*Table 6 at foot of next page*)

Operating and traffic statistics of the United Kingdom airlines

Check to airline growth

THE STATISTICS for June are set out in Table 1. The general impression, as in the last few months, is depressing. The capacity offered by British airlines has continued to increase, as in previous years, but many of the traffic measures were lower than in June 1966, and for the rest there were below average increases. Load factors this year continue to run below the levels of 1966.

Taking a longer view some key indicators for the years 1962/66 and for the first halves of 1966/67 are set out in Table 2. The number of passengers carried by United Kingdom airlines in the first half of 1967 was 2 per cent more than a year earlier. Over the last five years increases have been in the range 10 to 15 per cent a year. The latest figures indicate that during the first half of 1967 air passenger traffic was falling. Traffic seems to have levelled out after the first quarter and to have been falling in the second, but it is difficult to fix the time with any precision because the Easter holiday peak fell in the first quarter this year and in the second quarter of 1966. The turndown in traffic seems to have been more severe for the shorthaul operators; this is indicated by the larger increase in passenger miles flown than in passengers carried in the first half of the year.

The weight of cargo carried by United Kingdom airlines in the first half of 1967 was about 150,000 tons, 13 per cent less than in the same period of 1966. Air cargo business was, however, inflated in the first half of 1966 as the result of the seamen's strike which began in the middle of May. Apart from this hump last year the weight of cargo carried by United Kingdom airlines, in total, has increased very little over the last five years. This total figure, however, conceals substantial growth, of the order of 20 per cent a year, in the freight business of the major scheduled service carriers, BOAC, BEA and British United, and this underlying trend continued in the first half of 1967. Cargo carried by the other independent airlines, which includes the cars accompanying tourists to Europe on the vehicle ferry, has been falling.

Charter business, too, suffered a setback this year. In the first six months, capacity flown was 3 per cent less than a year earlier. In the four years, 1962 to 1966, business had almost doubled. The most vigorously growing sector of the charter market has been inclusive tours to Europe. Annual increases in the number of passengers on these tours have been in the range of 40-80 per cent. This year there has been only a modest expansion in this traffic.

Table 1

	TOTAL		B.O.A.C.		B.E.A.		PRIVATE COMPANIES	
	June 1967 (1)	Per cent change on June 1966	June 1967 (1)	Per cent change on June 1966	June 1967	Per cent change on June 1966	Per cent	Per cent change on June 1966
Scheduled Services:								
Aircraft miles flown ('000)	15,797	+ 4·7	7,461	+10·7	5,251	+ 4·5	3,085	— 7·0
Passengers carried (No.)	1,320,109	— 6·2	161,487	+ 3·3	720,469	— 6·6	438,153	— 8·7
Passenger miles ('000)	931,872	+ 1·5	560,684	+ 5·6	270,569	— 4·5	100,619	— 2·8
Available seat miles ('000)	1,613,245	+11·1	979,433	+15·0	450,431	+ 7·1	183,381	+ 1·9
Passenger load factor %	57·8	63·2(2)	57·2	62·4 (2)	60·1	67·4 (2)	54·9	57·5 (2)
Freight carried (short tons)	31,867	—30·8	4,182	—10·7	9,644	—26·8	18,041	—36·1
Mail carried (short tons)	1,963	—22·3	701	+ 6·1	1,186	—29·1	76	—60·4
Load short ton miles ('000)	117,592	— 1·3	76,148	+ 3·5	29,218	— 7·1	12,226	—13·1
Capacity short ton miles ('000)	224,057	+ 4·0	150,528	+ 4·7	52,094	+ 6·0	21,435	— 4·7
Overall load factor %	52·5	55·3 (2)	50·6	51·2 (2)	56·1	64·0 (2)	57·0	62·6 (2)
Non-scheduled Services:								
Aircraft miles flown ('000)	6,877	+ 5·2	303	—31·6	358	+18·5	6,216	+ 7·4
Capacity short ton miles ('000)	71,007	+ 6·1	5,368	—26·0	4,445	+13·4	61,194	+ 9·8
Passengers carried (No.)	477,711	..	3,156 (3)	..	20,906	..	453,649	..

(1) May 28-July 1, for B.O.A.C.
(2) 1966 actual load factors.
(3) Excludes passengers carried by B.O.A.C. for foreign operators.

Table 2

Period	Scheduled Services					Charter Services
	Passengers Carried	Passenger Miles	Seat Miles	Freight Carried	Total Load	Capacity 'Sold'
	Number	Thousands	Thousands	Short Ton	Short Ton Miles	Short Ton Miles
1962	7,697,932	4,864,767	9,271,653	294,138	607,665	302,638
1963	8,643,752	5,440,323	9,825,136	300,771	687,283	333,166
1964	9,765,148	6,454,568	11,114,213	301,762	816,834	413,643
1965	10,867,328	7,417,421	12,862,368	304,404	950,429	452,583
1966	12,058,779	8,294,998	13,750,313	359,851	1,092,251	587,962
1st half 1966	5,344,211	3,718,275	6,494,293	172,608	497,605	267,212
1st half 1967	5,460,412	3,915,631	7,051,198	149,309	523,448	259,533
Per cent change on 1st half 1966	+2·2	+5·3	+8·6	—13·5	+5·2	—2·9

UNITED KINGDOM TRADE BY AIR, *continued*

Table 6. Imports from, and United Kingdom exports and re-exports to, various areas by air

	IMPORTS		UK EXPORTS		RE-EXPORTS	
	July-Dec. 1966 £m. c.i.f.	Jan.-June 1967 £m. c.i.f.	July-Dec. 1966 £m. f.o.b.	Jan.-June 1967 £m. f.o.b.	July-Dec. 1966 £m. f.o.b.	Jan.-June 1967 £m. f.o.b.
Sterling Area	43·4	64·0	40·6	40·3	2·3	3·2
North America	84·7	103·3	70·1	73·1	7·4	8·9
Latin America	2·1	2·2	4·8	4·9	0·5	0·3
Western Europe	116·7	132·3	111·0	113·5	18·6	17·9
Non-Sterling Middle East	3·0	3·2	7·0	7·5	1·0	0·5
Soviet Union and Eastern Europe	5·5	5·4	3·2	4·0	0·4	0·1
Rest of World	8·5	10·3	11·4	12·4	0·7	0·9
Total	263·9	320·6	248·1	255·7	30·7	31·8

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Retail sales in August

THE VOLUME of retail sales in the three months ended August after seasonal adjustment, was on average rather higher than in the first five months of the year, largely because of the particularly high figure of 111 (1961 = 100) for August itself. As in the last two years, the seasonally adjusted index for August contains an allowance for the slight change in the seasonal pattern which began with the alteration of the August Bank Holiday date in 1965. The size of the adjustment is subject to some uncertainty; partly for this reason and partly because it is unwise to put too much weight on the figures for one month taken in isolation, the suggestion given by the figures of an upward movement in the underlying trend must be somewhat tentative.

The volume of sales of non-food shops was well maintained in August and most groups of shops appeared to share in this rather more favourable experience.

The seasonally adjusted index of the value of retail sales in August was 129 (1961 = 100), suggesting a rather higher level of sales for the three months ended August than prevailed in the first five months of the year taken as a whole: with the greater stability in prices the trends of the value and the volume of sales series have become very similar.

Clothing and footwear shops

The seasonally adjusted index of the value of the sales of clothing and footwear shops in the three months ended August revived after the rather lower figures recorded earlier in the spring. On an adjusted basis, however, the sales for August itself were not significantly different to the peak figure of August 1966: prices of clothing and footwear had increased by 1 per cent over this period. None of the three main groups of shops – men's wear, women's wear, and footwear – had sales in August 1967 which were very different from their sales a year earlier. The figures for each of these groups had also been much the same in July 1967 as in July 1966.

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices.

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1966 2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
1966 June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133
August	129	128	131	124	125	137

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1966 2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
1966 June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112
August	111	108	115

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(b) Including department stores and mail order businesses.

Table 2. Analysis by form of organization

August – Index numbers of values of sales per week, and percentage changes on a year earlier (a)

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	123	+ 2	120	+1	142	+ 5	96	—2
FOOD SHOPS (h)	126	+ 2	122	+1	159	+ 7	96	—2
Grocers	129	+ 3(f)	121	+1	173	+ 8	93	—3(f)
Butchers	111	Nil	..		..		..	
Greengrocers, fruiterers	122	Nil	126	Nil	110	+ 3	73	—7
Fishmongers, poulterers	115	— 5	..		..		..	
Bread and flour confectioners	137	+ 3(g)	132	+4	146	+ 2	..	
Off-licences	133	+ 9	125	+9	140	+ 9	..	
Dairymen	135	+ 4	..		..		119	+4
NON-FOOD SHOPS	121	+ 3	..		..		..	
Clothing and footwear shops	110	Nil	103	Nil	122	+ 2	85	—6
Footwear shops	106	Nil	108	—2	109	+ 1	80	—8
Men's and boys' wear shops	115	Nil	115	Nil	119	+ 1	87	—5
Women's, girls' and infants' wear, drapery and general clothing shops	110	+ 1	98	Nil	129	+ 3	86	—6
Large (c)	—		104	+2	—		—	
Medium (c)	—		101	Nil	—		—	
Small (c)	—		96	—1	—		—	
Durable goods shops	119	+ 6	105	+3	148	+12	100	—2
Furniture shops	109	+ 1	108	+1	115	Nil	—	
Large (c)	—		108	+2	—		—	
Medium and small (c)	—		108	+1	—		—	
Other durable goods shops	130	+11	101	+4	161	+16	—	
Electricity showrooms	132	+22	—		132	+22	—	
Gas showrooms	205	+10	—		205	+10	—	
Radio and television rental specialists	..		..		184	+11	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	106	+10	—		—		—	
Miscellaneous non-food shops (b)	130	+ 2	..		..		..	
Confectioners, tobacconists, newsagents	134	+ 1	132	+1	150	+ 2	—	
Booksellers, stationers	..		138	+5	..		—	
Chemists, photographic goods dealers (d)	137	+ 2	138	Nil	140	+ 5	110	Nil
Jewellers	129	+ 2	127	+2	136	+ 4	—	
Leather goods, sports goods, toys and fancy goods shops	142	+ 1	..		..		—	
Ironmongers and hardware shops	123	+ 4	122	+3	131	+10	—	
Other miscellaneous non-food shops	—		113	+3	—		—	
Department stores	103	+ 4	—		—		—	
Mail order businesses	156	+ 6	—		—		—	

*Rental specialists are no longer included in this kind of business.

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Durable goods shops

For the three months ended August the seasonally adjusted index of the value of sales of durable goods shops was slightly higher than for the previous three months, an increase due in part to the rather more favourable figure for August itself.

On an unadjusted basis sales of durable goods shops by value were 6 per cent higher than in August 1966, an increase in part due to the low level of sales last year following the deflationary measures of July. As it is estimated that prices of the goods in these shops have increased by nearly 1 per cent of increase in the volume of sales is just over 5 per cent. Most kinds of business in this group of shop shared in this more favourable experience as compared with a year earlier. Sales of furniture shops were 1 per cent higher than in August last year, the first increase for over 12 months. Radio and electrical goods shops showed an increase of 10 per cent as compared with 3 per cent in June and July, and the sales of electricity and gas show rooms continued to show large increases.

Other non-food shops

The seasonally adjusted index of the value of the sales of other non-food shops also showed some revival in August. The rate of increase of the turnover of mail order houses was maintained, albeit at a lower rate than that achieved in recent years. The turnover of department stores showed a 4 per cent rise compared with August 1966, an increase which contrasts with the very little change shown over the last 12 months. Much of the increase is due to the greatly expanded radio and electrical goods sales in these stores this August. The sales of the miscellaneous group of other non-food shops showed much the same change compared with a year earlier, as that shown in previous months of this year.

(*Continued on pages* 840 *and* 841)

Retailers' stocks in August

THE VALUE of stocks held by retailers at the end of August was 1 per cent higher than at the corresponding date in 1966, the same increase as that shown in the previous two months but somewhat lower than the average for the first seven months of this year.

In volume terms, retailers' stocks showed no change with August 1966.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960 . .	94	99	102	103	105	104	99	98	102	109	113	100
1961 . .	98	102	107	109	110	111	108	107	110	117	122	106
1962 . .	103	106	112	113	116	112	110	110	112	121	127	111
1963 . .	106	109	116	117	119	116	113	113	114	125	134	117
1964 . .	115	117	123	125	125	124	118	122	125	133	143	126
1965 . .	121	124	133	134	136	133	128	132	133	141	151	133
1966 . .	128	131	141	140	144	143	135	141	141	150	160	137
1967 . .	133	136	144	145	148	145	137	142				
1966 . .	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967 . .	+4	+4	+2	+4	+2	+1	+1	+1				
(b) At constant (Dec. 1960) prices												
1960 . .	95	100	103	105	106	105	100	99	102	109	113	100
1961 . .	98	102	106	107	109	109	106	104	107	113	118	103
1962 . .	100	102	108	109	110	107	105	104	106	114	120	104
1963 . .	100	103	110	110	112	110	107	106	108	118	126	110
1964 . .	108	109	114	116	115	114	109	113	115	122	130	115
1965 . .	110	112	121	121	122	119	115	119	119	126	135	119
1966 . .	115	117	126	124	128	127	119	123	124	131	140	120
1967 . .	116	118	125	126	128	126	119	124				
1966 . .	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967 . .	+1	+1	Nil	+1	Nil	—1	Nil	Nil				

Note: Retailers' stocks at end December 1960 were £933 million at current prices.

New companies registered in Northern Ireland

IN THE MONTH of August 1967 twenty-one new private companies having a total nominal capital of almost £61,000 were registered in Northern Ireland.

During the period January-August 1967 one hundred and seventy-six companies with a total nominal capital of almost £1,232,000 were registered as compared with one hundred and ninety-two companies with a total nominal capital of almost £1,507,000 registered in the same period in 1966.

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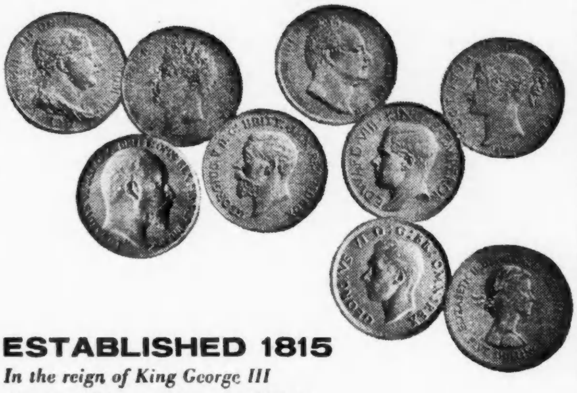

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,, **(Airport)**	**Building 55**	**'AIRSTONWIN'**
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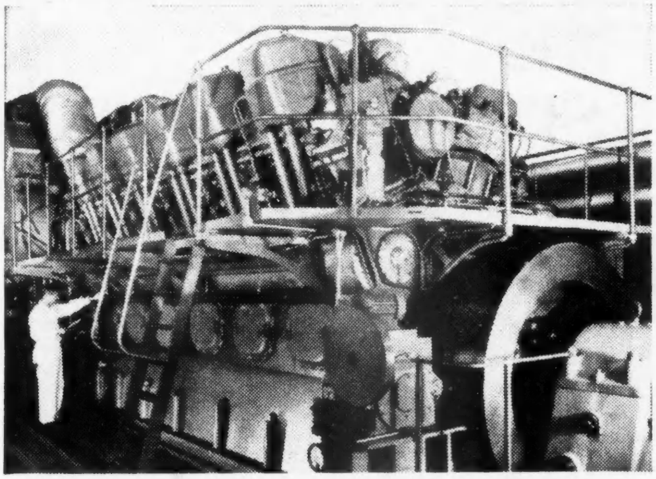
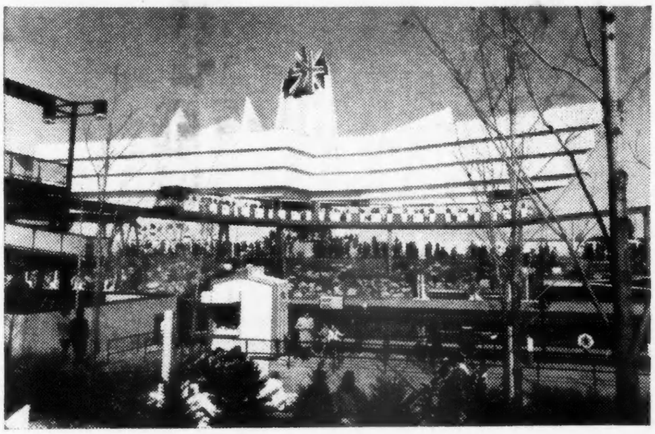
Computer-controlled power for Birmingham

The Midlands Electricity Board have ordered a £¼ million network control system from English Electric's Industrial Control & Automation organisation. The initial phase of this computer-controlled system will become operative in the Birmingham area—one of the largest integrated electrical supply complexes in Europe—towards the end of 1968; it will be the first for comprehensive control of consumer electricity supplies, eventually comprising 56 major substations. The heart of this advanced system is a Marconi "Myriad II" computer and information is transmitted between control centre and substations by English Electric telemetry equipment. Engineered by English Electric in conjunction with the Midlands Electricity Board, this system will provide a round-the-clock electronic watch on the network, and automatic switching will restore supplies in the event of a fault. The engineer will have instant graphical representation of any part of the network on a cathode ray tube instead of crowded wall diagrams. *All in the world of English Electric.*



New English Electric diesels for world markets

A new range of diesel engines to power generating sets up to 6,000 kilowatts has been designed by English Electric. The first of these "Vulcan" diesels—an 8-cylinder 3,500 b.h.p. unit—has been ordered by Australian Glass Manufacturers in Sydney, and will supply 2,500 kilowatts of electric power. These engines were specially designed for long periods of partially-attended operation on cheap fuels. The English Electric Diesel Engine Group can now offer diesels from 8 h.p. to 8,000 h.p. suitable for nearly every application—outside the automotive field—throughout the world. In 1966, export orders for English Electric diesels totalled nearly £17,000,000. *All in the world of English Electric.*



Marconi and colour TV

At the top of the British Pavilion's 200 ft. conical tower at EXPO 67, the World Exhibition held in Montreal, Canada, is a Marconi colour TV camera. Using a closed circuit system, monitors strategically placed in the Pavilion display panoramic and close-up shots of all parts of the Exhibition. This summer Marconi cameras also provided the first live colour TV in Mexico. Telesistema Mexicano S.A., who operate the three most important TV networks, ordered seven of the new Marconi Mark VII colour cameras. Already 25 major North American stations have ordered this camera. *All in the world of English Electric.*

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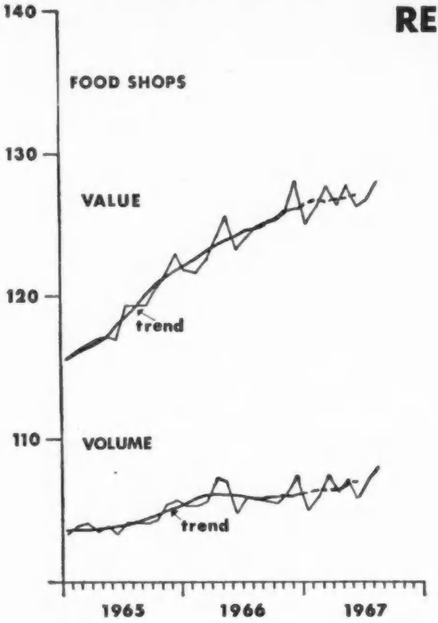

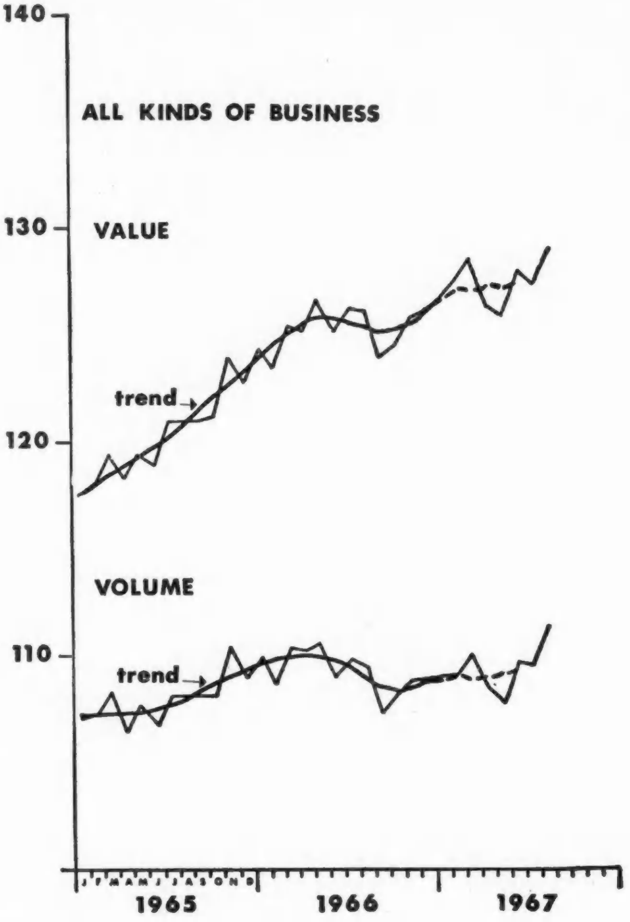

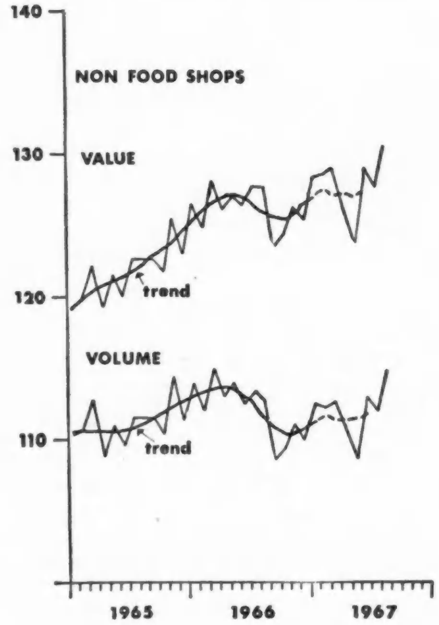

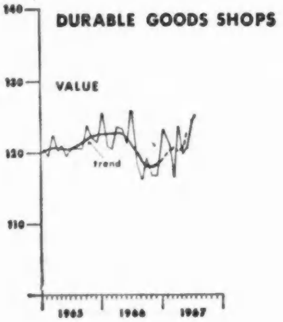

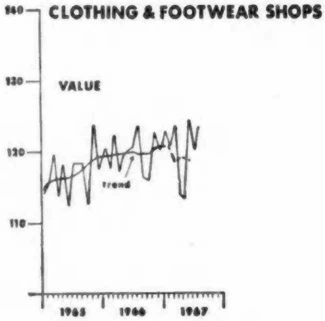

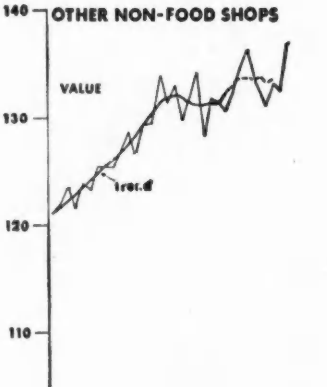

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Table 3. Index numbers of sales per week, and percentage chahges on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops													
									Total (£4,986)				Clothing and foot-wear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	—1	128	+5	120	+2	184	+11
1965 3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+5	148	+20
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	—4	150	+3	150	Nil	237	+ 8
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1	101	+2	114	—2	116	+3	105	+1	170	+ 5
2nd quarter	123	+1	105	—1	126	+2	105	Nil	121	Nil	106	—2	116	—1	113	—1	122	+1	111	Nil	186	+ 6
1967 June	123	+2	105	+1	125	+2	103	+1	122	+2	107	+1	120	+3	112	Nil	124	+2	110	+3	180	+ 5
July	126	+1	109	Nil	125	+2	105	+1	127	Nil	112	—1	120	Nil	124	—1	129	+1	133	—1	154	+ 4
August	123	+2	106	+2	126	+2	107	+2	121	+3	106	+2	110	Nil	119	+6	130	+2	103	+4	156	+ 6
1967 Year to date†		+2		Nil		+3		+1		+1		—1		Nil		Nil		+1		+1		+ 5

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops														Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour con-fectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+ 8	132	+5	117	+2	120	+3	120	+2
1965 3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+ 7	135	+3	94	+3	105	Nil	101	+2
2nd quarter	127	+2	114	+2	125	—2	119	—3	135	+3	127	+ 4	139	+5	118	—3	116	—3	116	Nil
1967 June	125	+2	109	+2	132	—1	121	—1	129	+4	127	+ 6	138	+5	123	+3	119	+1	119	+4
July	126	+3	110	—2	129	+3	116	—2	136	+3	135	+ 1	140	+5	119	+1	124	+1	119	—1
August	129	+3	111	Nil	122	Nil	115	—5	137	+3	133	+ 9	135	+4	106	Nil	115	Nil	110	+1
1967 Year to date†		+3		+1		+1		—1		+3		+ 5		+4		Nil		—1		+1

(Sales in 1961 £ million)	Durable goods shops										Miscellaneous non-food shops													
	Furniture shops (£399)		Electricity showrooms (£55)		Gas showrooms (£49)		Radio and television rental specialists§ (£62)		Radio and electrical goods, etc., shops (*e*) (£310)		Con-fectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photo-graphic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1964 Year	111	+8	128	+ 8	165	+21	147	+10	107	+ 1	113	+5	121	+ 9	114	+ 6	118	+12	112	+ 8	109	+ 2	113	
1965 Year	117	+5	124	— 3	195	+18	160	+ 9	107	Nil	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	119	— 4	187	— 4	173	+ 8	107	Nil	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1965 3rd quarter	115	+4	117	—12	202	+19	157	+ 9	101	Nil	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
4th quarter	135	+4	137	— 9	212	+ 6	164	+ 8	131	+2	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	109	—14	177	— 7	182	+12	104	+ 2	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	113	— 4	173	— 1	169	+ 8	96	+ 3	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	117	Nil	190	— 6	169	+ 8	101	Nil	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
4th quarter	126	—7	137	Nil	207	— 3	171	+ 4	128	— 2	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1967 1st quarter	103	—5	117	+ 8	186	+ 5	191	+ 5	102	— 1	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	+2	118	+2
2nd quarter	108	—5	124	+10	185	+ 7	178	+ 6	97	+ 1	127	+1	127	+ 5	122	+1	108	— 1	107	— 2	117	Nil	128	+1
1967 June	110	—5	117	+ 5	177	+ 9	189	+ 4	94	+ 3	128	+3	125	+ 7	132	+3	112	Nil	108	Nil	114	Nil	125	+2
July	118	—7	141	+11	198	+ 4	183	+ 6	110	+ 3	134	+2	133	+ 5	139	+2	121	— 6	123	— 2	118	+1	116	+2
August	109	+1	132	+22	205	+10	184	+11	106	+10	134	+1	138	+ 5	137	+2	129	+ 2	142	+ 1	123	+4	113	+3
1967 Year to date†		—5		+11		+ 6		+ 6		+ 1		+2		+ 5		+1		Nil		Nil		+1		+2

*Average 1961 prices. ‡Independent retailers only. †January-August. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1967 sales was the four weeks from July 30, 1967, to August 26, 1967, the corresponding period in 1966 was from July 31, 1966, to August 27, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in August

INSTALMENT CREDIT extended by finance houses and durable goods shops in August showed a smaller fall from the July level than is normally experienced between these two months. This was particularly marked in the case of finance houses where, if allowance is made for normal seasonal factors, new business in August was higher than in June and July; in the latter two months new credit, following the relaxation of hire purchase controls on June 7, had already risen well above the level of the early part of the year. The instalment credit business of durable goods shops fell by only 1 per cent between July and August compared with falls of about 5 per cent in recent years unaffected by Government measures, thus indicating some improvement in the trend of business.

The total instalment credit debt owed to finance houses, durable goods shops and department stores showed little change during August. An increase in the debt owed to finance houses was offset by a fall in the debt owed to durable goods shops and department stores.

Finance houses

The considerable increase in new credit extended by finance houses in August compared with August last year was to a large extent a reflection of the very low level to which new business fell in August 1966 following the tightening of hire purchase restrictions on July 20 last year. Nevertheless, there has been a marked improvement in this business, since, on a seasonally adjusted basis, in the three months from June to August new credit advanced was on average about one-third higher than in the first five months of the year. The dominant factor in this improvement has been the increase in new credit advanced for purchases of cars which followed the relaxation of hire purchase controls early in June and which in August was no doubt further stimulated by the introduction of the new registration letter for new cars at the beginning of the month.

The debt owed to finance houses rose by £5 million during August, the third consecutive monthly increase.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period		New Credit Extended			Repayments	Change in Debt	
		By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961		248	574	822	833	— 11	
1962		271	490	761	808	— 47	
1963		295	558	853	781	+ 72	
1964		314	711	1,025	869	+156	
1965		306	727	1,033	952	+ 81	
1966		235	621	856	989	—133	
1964	1st Qtr.	*74	166	240	212	+28	+41
	2nd Qtr.	69	204	273	218	+55	+35
	3rd Qtr.	75	181	256	214	+42	+39
	4th Qtr.	96	160	256	225	+31	+41
1965	1st Qtr.	71	185	256	232	+24	+36
	2nd Qtr.	71	220	291	237	+54	+31
	3rd Qtr.	73	176	249	239	+10	+10
	4th Qtr.	91	146	237	244	— 7	+ 4
1966	1st Qtr.	63	182	245	256	—11	+ 1
	2nd Qtr.	58	200	258	251	+ 7	—17
	3rd Qtr.	53	139	192	242	—50	—50
	4th Qtr.	61	100	161	240	—79	—67
1967	1st Qtr.	47	135	182	240	—58	—48
	2nd Qtr.	50	174	224	241	—17	—38

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Durable goods shops

Instalment credit sales by durable goods shops in August were 11 per cent higher than in August 1966. This contrast with the experience of previous months when business was well below that of the corresponding year earlier period reflects the sharp fall in instalment credit sales in August last year. As in recent months the experience of furniture shops in August was different from that of the other durable goods shops in that they continued to show lower sales than in the corresponding year earlier period. On the other

(Text continued on page 844)

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	†245	241				
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25				
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731				
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	†996	997				

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	†996	997				
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167				
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	†1,166	1,164				

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.
†Revised figures

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Durable Goods Shops (Total): Independents (£110)		Durable Goods Shops (Total): Multiples (£161)		Durable Goods Shops (Total): Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Furniture Shops: Multiples (£62)		Furniture Shops: Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (b)		Other Durable Goods Shops: Radio and electrical, etc., goods shops (c): Total (£82)		Other Durable Goods Shops: Radio and electrical, etc., goods shops (c): Multiples (£37)		Other Durable Goods Shops: Radio and electrical, etc., goods shops (c): Independents (d) (£45)	
1963 Year	114	+8	101	+3	124	+13	111	+4	102	+2	108	+4	97	—1	125	+15	124	+16	144	+25	107	+8
1964 Year	116	+2	100	—1	126	+2	119	+7	107	+4	114	+5	100	+3	124	—1	110	—11	123	—15	101	—6
1965 Year	112	—5	101	Nil	118	—8	117	—4	109	+1	110	—4	108	+7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	—9	90	—9	101	—9	106	—7	95	—2	95	+3	96	—6	97	—14	85	—9	89	—4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	—8	88	—17	73	—18	83	—4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	—8	60	—26
2nd quarter	83	—8	69	—12	93	—5	80	—16	76	—16	74	—20	79	—11	89	+1	68	—6	85	+2	55	—14
1966 January	108	+1	104	—4	109	+4	117	+4	107	+4	103	+13	110	—4	107	—1	97	+3	100	+11	95	—3
February	98	—6	90	—2	103	—8	100	—7	98	+2	104	+6	91	—3	97	—11	87	—3	86	—4	88	—2
March (a)	88	—18	78	—18	93	—19	101	—15	84	—9	81	—8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	—7	96	—10	92	—3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	—9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	—9	102	—12	99	—10	97	—12	101	—8	94	—9	74	—11	83	—9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—2	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	—3	66	—25
March (a)	78	—12	65	—16	87	—6	78	—23	72	—14	69	—15	76	—14	83	—7	64	—11	82	—2	50	—21
April	83	—8	70	—13	93	—3	75	—18	78	—13	70	—16	79	—10	89	—2	68	—11	83	—1	56	—20
May	86	—9	71	—13	96	—5	84	—20	76	—19	73	—25	79	—14	94	+3	72	—5	87	Nil	59	—10
June (a)	80	—8	67	—11	89	—5	81	—11	76	—15	74	—20	78	—10	84	+1	66	—2	84	+6	51	—12
July	89	—8	77	—11	97	—6	90	—12	81	—18	75	—23	87	—14	96	+2	77	+4	93	+12	63	—6
August	88	+11	72	+14	99	+11	81	+8	78	—3	73	—13	83	+8	98	+25	76	+32	100	+33	57	+30

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business: Department Stores (£54)		Other Selected Kinds of Business: Other General Stores (e) (£72)		Other Selected Kinds of Business: General Mail Order Houses (£201)		Other Selected Kinds of Business: Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (f) (£673)	
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	—1	125	—6	184	+11	93	—2	124	—3
1966 1st quarter	95	+8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+1	120	+2	176	+14	86	—5	119	Nil
3rd quarter	92	—6	108	—7	160	+8	83	—5	111	—6
4th quarter	128	—5	176	—6	237	+8	134	+1	152	—7
1967 1st quarter	89	—6	90	—6	170	+5	69	—2	108	—6
2nd quarter	96	—1	110	—8	186	+6	84	—3	118	—1
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	—2	92	—10	160	+19	62	—9	112	+3
March (a)	85	—3	101	—10	202	+14	84	+5	123	—2
April	98	—2	117	+2	163	+15	84	—5	115	—1
May	107	+8	130	+9	196	+15	95	—2	130	+3
June (a)	89	—2	114	—3	170	+14	81	—6	115	—1
July	110	—1	111	—3	148	+6	87	—4	114	—2
August	78	—6	97	—8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+6	83	—6	116	—9
October	109	—1	135	—7	221	+8	89	+4	138	—7
November	117	—12	175	—5	257	+6	119	—3	156	—9
December (a)	152	—3	211	—7	233	+10	181	+2	161	—6
1967 January	101	—16	82	—11	134	+17	60	—4	98	—8
February	81	—1	88	—4	180	+12	61	—2	110	—2
March (a)	86	+1	97	—4	191	—5	84	—1	115	—7
April	96	—2	105	—10	185	+14	80	—5	116	+1
May	104	—3	118	—9	194	—1	93	—2	123	—5
June (a)	90	+1	108	—5	180	+5	80	—1	114	—1
July	110	Nil	103	—7	154	+4	85	—2	111	—2
August	86	+11	92	—5	156	+6	75	—3	108	+6

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

(Continued on next page)

HIRE PURCHASE AND INSTALMENT
CREDIT BUSINESS *continued*

hand radio and electrical goods shops showed a substantial increase over the low level of August last year as did the sales of gas and electricity showrooms whose figures are not shown separately in the tables.

The debt owed to durable goods shops continued to fall during August and stood at the end of the month at £241 million.

Other instalment credit retailers

In general, credit sales by the kinds of business within this group showed in August changes from a year earlier similar to those recorded in recent months. However, credit sales by department stores showed a marked increase, being 11 per cent higher than in August 1966. This group of retailers was not affected by the July measures of last year as much as durable goods retailers because the credit facilities offered by them are largely short-term and not covered by the terms control. General mail order houses, whose sales predominate in this group of retailers, continued in August to show an increase over the corresponding month of last year but the rate of growth this year has slackened.

The debt outstanding to this group of retailers fell during August by £3 million but was £4 million higher than at the end of August 1966.

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

	Private cars - new		Private cars - used		Commercial motor vehicles - new and used		Motor cycles, side-cars, power assisted cycles - new and used		Caravans - new and used		Farm equipment and tractors		Industrial and building plant and equipment		Household goods (a)		Other goods		All goods	
(Value in 1961)	(£93 million)		(£190 million)		(£89 million)		(£38 million)		(£12 million)		(£12 million)		(£48 million)		(£59 million)		(£33 million)		(£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	59	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	115	— 5	134	+72

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Corrigendum

In the article on 'Foreign travel and tourism in 1966' in the *Journal* of September 29 certain details should be corrected as follows:

Page 772, Table 1A, 'United Kingdom residents, number of visits, year 1965.'
Total, all countries, For "6532"
Read "6472"
Page 773, Table 3B, 'Visits by overseas residents' headings,
"Area of permanent residence" Delete (3)
"Sea" Insert (2)
Page 774, Tables 4A and 4B, "Visits and expenditure, quarterly,' headings "Number of visits (000)"
For "(a)"
Read "(2)"
Page 771, "Stay in hotels and regional analysis" Third paragraph, line sixteen,
For "staying"
Read "stay"

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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OCTOBER 12 – 21, 1967

The Midland Bank's specialised service for overseas traders will be available in Toronto during the period of the "British Week". Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. F. Hall from our New York Branch, who can be contacted at the Royal York Hotel, Front Street, Toronto (telephone 368-2511).

If you are participating in this "British Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with the Panel for Overseas Trade Development, reference 50, in advance either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944) or through any of our 2,650 branches in England and Wales.

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EXPERT AID FOR EXPORT TRADE

Exhibitions and Fairs

Mrs. Dunwoody at Basle textile machinery exhibition

'ONE OF THE largest and most comprehensive collections of British textile machinery ever shown outside the United Kingdom' was how Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, described the British exhibits, organized by the British Textile Machinery Organization in collaboration with the Board of Trade, at the International Textile Machinery Exhibition, Basle.

Speaking at the regional luncheon of the Anglo-Swiss Chamber of Commerce at Basle on September 28, Mrs. Dunwoody said that Britain was displaying many new developments alongside much that had been tried and tested in the past, and she was confident that the resultant full order books would show how worthwhile all the effort had been.

'We know that the British exhibitors can, and will, rival any other country here today in the excellence of their products,' she said, 'and HMG recognizes the supreme importance of the effort they are making in the export field with their participation in exhibitions of this kind. My own department, the Board of Trade, actively encourages British participation in this sort of international occasion, because we believe that Britain can not only make it, she can sell it too – and should be given every chance to do so. The decision to bring textile machinery to Switzerland, herself an exporter of no mean proportions, I think proves our determination to provide every opportunity for overseas buyers to see and assess our newest developments in machine efficiency and productivity.'

Mrs. Dunwoody concluded by pointing out that although the world economic scene had recently been dominated to a certain extent by monetary restrictions, in spite of this Switzerland and the United Kingdom had more than doubled their trade in value with each other since the creation of EFTA, and the volume was increasing every year.

Dieppe Franco-British fair develops trading links

A report from the British Embassy, Paris

THE THIRD Franco-British Fair was held in Dieppe from September 9-17. Originally called the Sussex-Normandy Fair its object was to promote two-way trade between those counties lying so near to each other on opposite sides of the Channel. It has now been extended to include manufacturers from the whole of England and France.

The fair has grown considerably since it was first held in 1965 (it is held alternately in Brighton and Dieppe). Then there were 142 exhibitors compared with this year's 278. In spite of this considerable expansion, however, British participation this year was at about the same level as in 1965. This year the fair covered an area of 20,000 sq. metres and was visited by 75,000 tradesmen and general public. This represents an increase of more than 50 per cent on the 1965 attendance. All the British exhibitors were participating in a joint venture organized by the Federation of Sussex Industries and financially assisted by the Board of Trade.

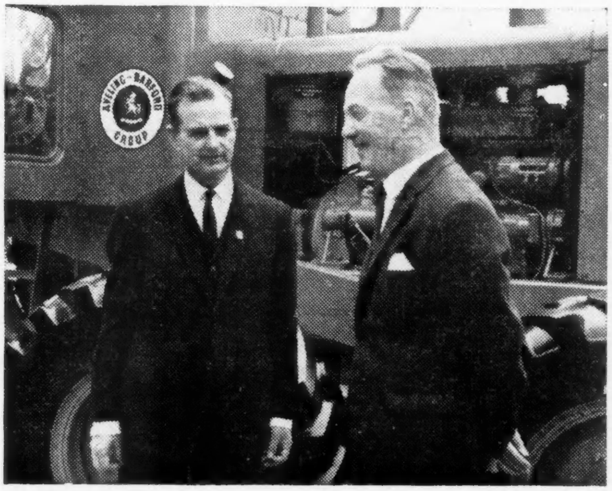
The fair was inaugurated by Monsieur Bettencourt, Secrétaire d'Etat at the French Ministry of Foreign Affairs, in the presence of the British Ambassador to France, Sir Patrick Reilly, and many other personalities from both sides of the Channel. Sir Patrick was impressed by the number of British firms taking part and the diversity and quality of their goods, ranging from central heating equipment to children's clothing. Several British firms who had not been in Dieppe before left France not only having set up agencies there but also with substantial orders in their books. Such firms manufacture central heating equipment, car washing machinery, electric golf caddies and towel dispensing machines, amongst other products. Other British firms were selling direct to the public and returned to England minus what they had brought with them but with fat wallets. Such firms were selling children's dresses, do-it-yourself mosaics, whisky and, believe it or not, wine!

Business was done not only with traders from Dieppe and its vicinity; buyers came from Rouen and Paris too. The purchasing agencies of large Parisian departmental stores – which have branches throughout the country – also took a lively interest in this fair.

Although held on French soil the fair had a British atmosphere about it. This was created by bagpipers from Southend who mesmerized the 'Dieppois' for two days with a magnicent display. Their Highland dress in itself attracted as much attention as did their music! Two Brighton 'bobbies' – in their typically unflustered manner – directed the crowds within the fair. A British bus company also provided a double-decker for the fair's duration. This proved to be a great attraction and was invariably full up 'inside and out' with local sightseers who had probably never before seen their own town from such a vantage point!

By the time the fair closed the organizers were satisfied that they had achieved their object. They had made yet another contribution in developing trade both ways across the Channel. Of great importance, too, was the large amount of goodwill fostered between the two countries. Already the British participants are formulating plans for their next 'invasion' of Dieppe – in even greater strength – in 1969.

Mr. Anthony Wedgwood Benn, Minister of Technology, visited the James Neill stand during his visit to the 10th European Machine Tool Exhibition at Hanover. He is seen left examining one of the range of 'Eclipse' magnetic chucks. With him are an official of the Ministry of Technology (centre) and Mr. G. W. Ward, director and general sales manager of James Neill & Co. (Sheffield) Ltd.



HE Sir William Barker visited stands of British exhibitors at the Brno Trade Fair on British Day (September 14). Picture shows Sir William (left) talking to a representative on the Aveling-Barford stand. Two joint ventures were organized at the Fair by the Board of Trade – in conjunction with the Scientific Instrument Manufacturers' Association and with the Federation of Manufacturers of Construction Equipment. A report appears on page 849.

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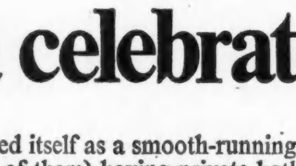

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200 new models at Business Efficiency Exhibition

OVER 170 companies are exhibiting some £10 million-worth of the latest office machines, systems and equipment from many parts of the world at the 60th National Business Efficiency Exhibition, Olympia. Organized by the Business Equipment Trade Association, the BEE opened to the general public on October 3 and will close on October 11. The official opening on October 2 was performed by Sir William Fiske, chairman of the Decimal Currency Board.

Emphasis is being placed by many exhibiting companies on the adaptability of their products to decimalization in anticipation of the major change to Great Britain's currency that will take place in 1971.

Ranging in size from electronic computers to pocket paging receivers, the vast array of equipment – covering 170,000 square feet on both the ground and first floors of the Grand and the National Hall – included some 200 new items on show for the first time. Products include photocopiers, dictating machines, typewriters, accounting machines, closed-circuit TV, safes, telephone answering machines, mailroom equipment, coin and note counting and sorting machines, charting and planboards, intercommunication equipment, visible card records and systems, cash registers, microfilm equipment, duplicators and many others.

This year, for the first time, a special computer section has been incorporated in one area of the exhibition. Equipment in this section includes, on the Burroughs stand, the multi-processing features of the new B3500 computer which can execute more than five entirely independent programmes all at the same time, and, on display to the British public for the first time, the new B606 on-line programmable consol. On the UNIVAC stand, visitors can see the first United Kingdom demonstrations of the 9300, a compact, low-priced computer in the 9000 series. Data transmission is highlighted by English Electric Computers, terminals – both video and typewriter – being linked on-line to a computer at English Electric's Kidsgrove works – a distance of 147 miles. Featured in the computer section by De La Rue Bull, and on show for the first time at a BEE, will be Europe's first commercially available computer time-sharing service. Using the public telephone dialling system, time-sharing is a technique giving many people access to the same computer without ever leaving their offices by using a typewriter-style terminal to 'converse' from wherever a telephone system is available. NCR's computer stand exhibits include the Class 735 magnetic tape encoder and the Class 42 on-line terminal unit for use at the counter in savings banks and other financial institutions.

In addition to member companies of BETA who are exhibiting office equipment, a number of organizations which provide business services have stands at the BEE. The GPO, with two stands is showing its expanding range of Datel data transmission services, including the very latest. Businessmen can examine a new teleprinter for Telex subscribers and a pre-production version of a new PMBX switchboard designed specifically for the medium-sized enterprise. On the GPO's other stand is a demonstration of the National Giro, planned to come into operation in the autumn of 1968.

A special Students Centre at which younger visitors can obtain practical experience by trying out, at their leisure, some of the modern typewriters, adding machines and other smaller items is being operated by the organizers in conjunction with the Careers Research Advisory Centre.

The BEE, which last year was attended by 109,000 visitors, is open daily from 10 a.m. to 6.30 p.m. (4.00 p.m. Saturday), admission 7s. 6d.

MORTON AIR SERVICES

Four one-day charter flights from Hanover to Britain were arranged for potential customers who visited the Kearney & Trecker-CVA Ltd. stand at the European Machine Tool Exhibition. The reason was to enable world buyers of numerically controlled machining centres to study at close quarters the full range of Milwaukee-Matics in operation at the company's Littlehampton factory, which it is claimed houses the largest installation of these machines in the world outside the United States. Seen here arriving on the first flight to Gatwick Airport are 17 *engineers from many European countries, including France, Germany, Sweden and Italy.*

Increased British participation at Brno Trade Fair

A report from the British Embassy, Prague

THE IX International Trade Fair was held at Brno from September 9-19. The fair was opened by the Czechoslovak deputy Prime Minister, Mr. O. Simuek.

Despite bad weather which kept down the attendance of the general public, the fair authorities were very gratified by the number of foreign visitors, which exceeded all previous records. It was also the opinion of the fair authorities that the technological level of exhibits from both Czechoslovakian and foreign exhibitors was higher than that of previous years.

British participation this year was larger than ever before, next to the German Federal Republic in numbers of exhibitors. Some 170 British firms were represented on 71 stands. For the first time two British manufacturers' associations participated in joint ventures with the Board of Trade. Members of the Scientific Instrument Manufacturers' Association (SIMA) occupied 24 stands and were represented throughout the fair by their secretary, Miss Vera Smith. Twelve members of the Federation of Manufacturers of Construction Equipment (FMCE) showed a variety of heavy equipment.

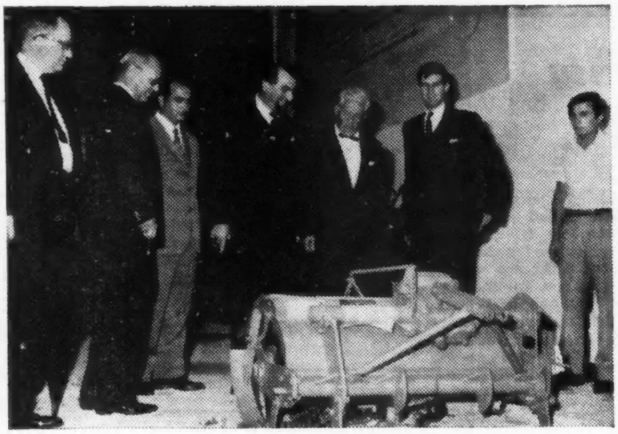
Several exhibitors, and in particular some in the Board of Trade-SIMA joint venture, were using their appearance at the Brno Fair as their first entry into the Czechoslovak market. Most newcomers were satisfied with the amount of serious interest shown in their products; and as a result they were able to assess the potentialities of the market.

Business actually concluded at the 1967 fair was not up to expectations. The past practice of timing large contracts to be announced during the fair appears, by and large, to have become less used. However, International Computers & Tabulators Ltd. were able to announce, during the course of the fair, the conclusion of a contract to supply to KOVO for the Ministry of Foreign Trade a 1900 series computer and ancillary equipment estimated to be worth over £600,000. Business begun and completed at the fair itself this year was confined to small contracts for equipment which Czechoslovak end-users were able to pay in hard currency out of earnings from their own increased exports, or for which the trading corporations were ultimately able to satisfy the banking authorities that a prior need existed.

The Czechoslovak authorities made it known earlier in the year that they were concerned at the continuing imbalance in foreign trade with their Western partners; it was therefore to be expected that limited funds would be available for purchases in these countries. The effects of this policy have undoubtedly been reflected at the fair in 1967.

The British Ambassador, HE Sir William Barker, and Lady Barker paid a visit to the fair on the occasion of British Day, September 14, and received guests at the joint reception given by the Embassy and British exhibitors that evening; a record number of over 600 guests were estimated to have attended. Mr. James Dunne, MP (a guest of the Czechoslovak Chamber of Commerce) and Mr. Michael English, MP visited the fair on British Day and attended the British reception. Mr. Alexander Ross, chairman of the East European Trade Council, and Mr. Anthony Hore, secretary, also attended the fair as guests of the Czechoslovak Chamber of Commerce.

The awards of gold medals in 1967 reflected the increased British participation at the fair and the high technical level of British exhibits. Medals were awarded to Stone Wallwork (Charlton) Ltd. and to Buckeye-Stevens Ltd.



The Howard Rotovator on show at the XXXI Levant Fair, Bari, attracts the attention of (left to right): Mr. R. L. D. Jasper, Mr. M. Cronly-Dillon (HM Consul at Bari), the Rotovator agent, HM Ambassador Sir Evelyn Shuckburgh, Dott. V. Triggiani (the Fair president) and Mr. Marsden.

GOOD BOY
EXHIBITION OF BRITISH

A general view of the British area at the Pet Industry Show held at the New Yorker Hotel, New York. The British exhibitors at the show, participating under a joint venture scheme between the Board of Trade and the British Pet Trade Fair Founders Club, were unanimous in agreeing that this was a 'worthwhile venture' and that they were well pleased with the results achieved.

Levant Fair 'an excellent showcase'

A report from the British Consulate, Bari

THE XXXI Levant Fair was held at Bari from September 7-20. It was opened by the President of the Republic On. Saragat, who was accompanied by the President of the Council of Ministers, On. Moro.

The growing importance of this event is clearly indicated by the increase in the number of exhibitors, which this year reached the record figure of 8,301 as against 7,711 last year. Of these, 5,450 were Italian and 2,851 foreign. Thirty eight countries were officially represented with national stands: 20 European, 10 Asian, 6 African and 2 American, and the products of 80 countries were on show. Although no final figures have yet been published, it is generally estimated that about 2½ million people visited the fair.

United Kingdom participation was limited to the products of 64 British firms who were represented by their Italian agents. There was no direct participation. The most successful sectors were those covering agricultural and road construction machinery and equipment, together with air compressors and tools. A well-known British tea company which was present for the first time sold their products over the counter direct to the public and distributed 78,000 free samples of tea bags to the public. In general, most of the Italian agents of British firms were satisfied with the results of their participation and although some of them did not effect immediate sales, they all received inquiries which they hope will lead to further business.

The British Day was held on September 15, when HM Ambassador Sir Evelyn Shuckburgh, accompanied by the Consul General, Naples, Mr. R. L. D. Jasper, and HM Consul, Bari, Mr. M. Cronly-Dillon, visited the fair, the Board of Trade Information Office, and stands at which British products were on show. The Ambassador was welcomed by the president of the fair, the Governor, Mayor and other civil and military authorities of Bari. In his welcome speech, the Mayor stressed the friendly relations between Italy and the United Kingdom and expressed the sincere hope that we would be admitted to the Common Market. In his reply, the Ambassador mentioned how impressed he had been with the economic development of this area, of which the Levant Fair was a good barometer. He was pleased to see the presence of a larger number of British firms and hoped that this would continue to increase. He mentioned the growth of British exports to Bari, which were estimated to have risen by about 25 per cent in the last three years.

The enormous financial investments in Southern Italy and the setting up of a large number of new industries have completely changed the economic situation of this area and resulted in much higher purchasing power for the population. As was proved by the sales of British agricultural and road making machinery and equipment at the fair, which were the only sectors in which there was a relatively large British participation, Bari and Puglia offer an excellent market for all types of products. This area, with a population of over 3 million inhabitants, is not a market to be ignored and it would be in the interest of British manufacturers to concentrate their export efforts on this rapidly growing potential market of Southern Italy. The Levant Fair is an excellent show-case, not only for Southern Italy, but also for the Mediterranean countries such as Greece, Yugoslavia and the Middle East, whose buyers all attend the Levant Fair in large numbers.

Good results at New York Pet Industry Show

A report from the British Consulate-General, New York

THE NATIONAL Trade Show of the Pet Industry, first organized 13 years ago, was held from September 8-10 at the Hotel New Yorker, New York. The entire mezzanine floor (16,000 sq. ft.) of the hotel was taken up by the 126 booths. The products displayed covered the full range of pet supplies. Although products on show were predominantly American, British and Japanese products were much in evidence. The attendance of about 5,000 included agents, wholesalers and importers. Retailers were the most active buyers, especially on Sunday, when their shops were closed. Buyers attended from all over the United States, but most were from the New York area. There were also some foreign buyers, particularly from Canada, from whom some British companies took orders, and some Canadian distributors were also appointed. One firm even received an order from an Australian buyer.

The British exhibit, a joint venture between the Board of Trade and the British Pet Trade Founders Club, was the only government-sponsored exhibit. The organizer was Mr. John Yates, publisher of *The Pet Store Trader* and organizer of the British Pet Trade Fair.

The 10 British firms who participated in the joint venture displayed a wide range of pet products – Armitage Bros. Ltd., and its wholly owned subsidiary Good Boy Pet Foods Ltd., were mainly promoting their 'Good Boy Choc Drops', Freshel Engineering were displaying an aquarium pump and non-knockover bird cages, and Rathburn Products Ltd. had a large range of leather dog collars and leashes. One of Britain's oldest established brush manufacturers, John Palmer Ltd., were displaying their range of 'Victory' brushes; R. M. Pollard had a collapsible animal cage and Epro Products had a folding plastic bowl for travelling dogs. W. G. Clarke .& Sons were promoting dog biscuits and Clippa Master Products a range of leads and collars with a new safety lock system. Also present at the show with booths manned by their United States representative were three other British firms. Other British products, mainly leather dog collars and leashes, were on display on several other stands.

The show was visited by Mr. Ronald Arculus, director of Trade Development at the British Consulate-General, New York. Other members of the Commercial Section of the British Consulate-General in New York also attended the show to assist and give advice where necessary.

Most of the British firms arrived here without American representation, but found distributors at the show interested in handling their products. The British manufacturers exhibiting at the show agreed unanimously that it had been a worthwhile venture and they were all well pleased with the results achieved. Plans are being made for exhibiting in New York again next summer and also possibly in Los Angeles.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

'Superb British craftsmanship' at American church convention

A report from the British Consulate-General in Seattle

BRITISH
Church
Crafts-
manship
BRITISH
Church
Crafts-
manship

British exhibits in the commercial section of the National Convention of the Protestant Episcopalian Church, Seattle, were the most successful and admired of all the items displayed. Picture shows visitors to the Convention looking round the British stands.

AT THE 62nd National Convention of the Protestant Episcopalian Church, held in Seattle, Washington, from September 17, the National Association of Church Furnishers was represented for the first time at such an event. The chairman of the association, and the secretary, headed a team of 11 representatives of member firms who were allotted space as a joint venture with the Board of Trade. Some of these had not previously established a name in the United States. This major convention was attended by churchmen of all levels from all parts of the United States.

The British exhibits were the most successful and admired of all the items displayed in the commercial section of the Convention. Such items as the Spence designs for Coventry Cathedral and samples of the Piper vestment designs attracted widespread attention. The total attendance at the Convention was 10,000 and a major proportion of these visited the commercial section. Sales were encouraging, but more important was the impact for future connections that was achieved, and the large volume of literature with which genuine inquirers were supplied. Special links that were established with church architects and the like give hope for very interesting long-term prospects. All exhibitors felt, too, that follow-up action is needed to keep interest alive, if only because clergy often have to seek parochial consent before placing firm orders.

The association calculate that the advertising value alone of the displays more than justified all their expenses. For example, not only was valuable coverage in the ecclesiastical press achieved but also an appearance of representatives on a half-hour colour television show on the NBC network station, where traditional and modern designs of church craftsmanship were contrasted, represents advertising time that just could not be bought. A major source of satisfaction to the association was that their patron, His Grace the Archbishop of Canterbury, who attended the Convention as the guest of honour, was able for the first time to visit them, for there is an enormous respect for the Anglican mother church in the United States Episcopalian circles.

A useful drill was established with the Customs on the goods that were shown. The clearing for temporary importation through two sets of customs (Canadian and American) went without a hitch; moreover, the regularization of the import on those items which were sold from the display material went through with a complete minimum of complications. This augurs well for any similar exhibitions or participation in future trade fairs. The Association commented particularly that the goodwill of the organizers of the Convention, and of the delegates they met, was a great encouragement.

The results of this venture are not measured solely by the satisfactory number of orders booked but also in introducing to the churches in America, often for the first time, an idea of the superb craftsmanship that is achieved in Britain. What was especially commented upon by visitors was the elegance and originality of the more modern designs on show, whether in the line of vestments, of church silverware, or of furniture and other fittings. There was little comparable available in America, or on show elsewhere at the Convention, and in the traditional styles they found also that British prices were highly competitive, even in those few cases where import duties have to be paid. This latter aspect was a revelation to many visitors, who might have judged quality from the price alone, but were astonished at the quality of what they in fact were able to see.

Attendance at this Convention was a great success, adding a new facet to general British prestige and to our image in the Pacific North-west.

Filtration exhibition attracts visitors from 22 countries

TRADE VISITORS from 22 different countries, including Japan, India, Australia, Russia and the United States as well as most Western European countries, attended FILTECH/67, the International Filtration and Separation Exhibition, at Olympia last week.

The latest equipment of nearly 80 filtration and separation engineering firms from 11 countries was on show at the exhibition, described as the only one of its kind in the world. Many of the exhibitors commented on the high quality of the inquiries they had received from overseas buyers, and were optimistic of obtaining firm orders in the future.

Concurrent with the exhibition was a conference 'Cost and Performance of Filtration and Separation Equipment', which was attended by 448 delegates, at least 55 of them coming from 13 different countries.

This is the third FILTECH to have taken place. The next one will be held from September 23-26, 1969, and the organizers report that already 90 per cent of the exhibitors in this year's show have booked space.

On September 18 Mr. K. E. Mackenzie, Counsellor (Commercial) at the British Embassy in Stockholm, invited the members of the Federation of Swedish Commercial Agents to a working meeting to hear Mr. A. H. Vine, director of the British Week Office in Stockholm, and members of his team speak on 'Profit from British Week'. Picture shows some of the many agents who attended. At the top table are (left to right): Mr. E. V. K. Burton (BNEC Export Council for Europe), Mr. Axel Murray (chairman of the Federation), Mr. W. Pritchard Gordon (BNEC Export Council for Europe), Mr. Mackenzie and Mr. A. H. Vine.

Britain at Berlin aerosol exhibition

A report from the British Consulate-General, Berlin

THIS EVENT, which ran for five days from September 15-19, was officially opened in a short ceremony by Herr Dr. G. Brunner, deputy head of the Berlin Senate Department for Economic Affairs.

The exhibition was staged in halls G, H, I, K and L, covering an area of some 7,500 square metres in the Berlin exhibition complex. About 100 exhibitors from West Germany, France, Switzerland, Italy, Belgium, the United Kingdom, Norway, the Netherlands and the United States were represented.

Apart from three major British suppliers to the international aerosol manufacturing industries (The Metal Box Co. Ltd., the Crown Cork Co. Ltd. and Imperial Smelting Corporation (NSC) Ltd.), the British Aerosol Manufacturers' Association (BAMA), who are members of the Federation of European Aerosol Manufacturers (FEA), were exhibiting with 12 members on a composite island stand, taking up 300 square metres of floor space in Hall I (1,050 sq. m.) as well as some 200 sq. m. of wall space, the largest single stand in the entire exhibition.

The British participants covered all aspects of the aerosol industry, from the manufacture of filling equipment through propellents, valves, perfume compounds, pharmaceuticals and insecticides, to the multitude of finished aerosols which are nowadays available to domestic as well as industrial users.

The BAMA participation was sponsored by the Board of Trade in a joint venture operation, and the striking design of the composite stand, situated in a most strategic position, was not only a pleasure to the eye but the pride of all concerned and the envy of other exhibitors both local and foreign. It was in fact the only national showing in the entire exhibition and soon dubbed the 'English hall'.

Although no exact figures of business done were available at the end of the exhibition, all participants without exception declared themselves thoroughly satisfied with the arrangements made and with the many serious inquiries they had received. Many of them stated that they had met buyers from various nations (including such far-away countries as Japan and the Congo Republic) whom they might not have been able to contact in their normal course of business without undertaking special and costly journeys. Few of the exhibitors had actually booked firm orders but the majority expressed their confidence that inquiries on hand were most likely to produce tangible results in the not too distant future. In general, all were agreed that this exhibition was, business-wise, more profitable than the previous one held in Milan.

An example of the impact which was made by the British participants on the Federation of European Aerosol Associations (FEA) and the 6th International Aerosol Congress which was held concurrently with the 4th International Aerosol Exhibition was the fact that Mr. H. R. Hearn of the Metal Box Co. Ltd. and chairman of BAMA who was already chairman of the FEA Technical Committee, was elected senior vice-president of the FEA and thereby virtually becomes president-elect of the Federation. On a lighter note, it was gratifying to find that Mr. R. D. ('Dick') Dawson of Swallowfield Aerosols Ltd., who is the founder-in-chief of BAMA, was unanimously voted 'Mister Aerosol' during the farewell banquet given the evening before the exhibition closed down.

In view of the fact that in this progressive industry, which enjoys a universal growth-rate in excess of 10 per cent per annum, there is not very much new to be shown from year to year, the FEA are understood to have considered staging the next Congress and Exhibition in June 1969 (probably in France) and thereafter every three or perhaps four years.

Scottish crafts on show in London

THE PRODUCTS of 45 Scottish craftsmen and craft companies are to go on show in London. A craft display, the first of its kind, is being organized by the Scottish Council (Development and Industry), and will open at the Council's London trade centre on October 16.

The objective of the display is to bring together a representative selection of quality Scottish handcrafts for the benefit of home and overseas buyers. At the same time, a market survey will be held for craftsmen and companies taking part. From this, it is hoped to obtain information which will help exhibitors to find new markets and expand existing ones.

A wide range of individual products will be on display including Celtic jewellery, wrought iron, woodwork, leather goods, skis, pottery, horn items, fabrics and copper ware.

The display, which will remain open until November 10, follows a successful samples display organized by the Council earlier in the year. This was responsible for initial orders valued at over £10,000 from the 700 export buyers who visited it.

EXPO '67 Armengol figures and Sykes fountain for sale

WITH Expo '67, Montreal, now nearing its close at the end of October the British Government is already making plans for disposing of the contents of its pavilion. Exhibits on loan will be returned to their owners; some will be offered for sale by private treaty.

Two important features specially commissioned for the Exhibition are to be sold by the Central Office of Information. They are the 10 giant sculptured figures by designer Mario Armengol and the moulded glass fibre fountain by Steven Sykes.

The 10 figures, each 18 feet high and cast in aluminium, dominate the final section of Britain's highly popular pavilion and have created tremendous interest among the millions of visitors to the pavilion. Inquiries about possible purchase of these figures have already been made by a new University in the United States and a Canadian hotel company.

The fountain with its jagged cones and spires rises to 27 feet with plumes of water shooting up from a five-pointed crown at the summit.

Information for
British Aerosol Manufacturers A

Left: Sir Frank Roberts (centre), HM Ambassador in Bonn, looks through some of the literature on display on the information stand of the British Aerosol Manufacturers' Association at the International Aerosol Exhibition in Berlin. On the left are Mr. Hearn of the Metal Box Co., and Mr. Roberts of BAMA, and on the right Miss Susan Gold of Newslines, and Miss Ingeborg Bohl. Right: Sir Frank meets a Swedish buyer at the stand of Bush Boake Allen Ltd. BAMA exhibited, with the help of the Board of Trade, on a composite island stand – the largest, and the only national, stand in the whole exhibition.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 14, 1967)

The next full supplement will be published on November 3.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1968:

Lyons: INTERNATIONAL TRADE FAIR – March 23-April 1, 1968
An Official Information Stand and joint ventures with:
(1) Business Equipment Trade Association
(2) London Chamber of Commerce (3 groups)
(3) Hardware Manufacturers' Association
(4) Rural Industries Bureau
(5) Scottish Council (Development and Industry)
Firms interested in participation should contact their association.
The Board of Trade is also organizing, in conjunction with the BNEC Export Council for Europe, a display of British consumer and consumer-durable goods. Firms interested should notify the Board of Trade.
(Mr. A. G. Pearson, Ext. 2398)

Zagreb: INTERNATIONAL SPRING FAIR
The Board of Trade have been informed that this event will take place from April 13-21, 1968
(Mr. J. Gallacher, Ext. 3558)

Hanover: HANOVER FAIR – April 27-May 5, 1968
This entry should be amended to read:
Joint ventures with:
(1) Business Equipment Trade Association
(2) Electric Light Fittings Association
(3) British Stationery and Office Equipment Association
Probable joint ventures with:
(4) Engineering and Building Centre, Birmingham
(5) British Electrical and Allied Manufacturers' Association
(6) Federation of British Rubber and Allied Manufacturers
(7) British Pottery Manufacturers' Federation
(8) Glass Manufacturers' Federation
(9) British Internal Combustion Engine Manufacturers' Association
(10) British Pump Manufacturers' Association
(11) The Jewellery Trade Centre Export Group
Firms interested in participation should contact their associations immediately.
(Mr. P. R. Clay, Ext. 3559)

Poznan: INTERNATIONAL TRADE FAIR
The Board of Trade have been informed that this event will take place from June 9-23, 1968.
(Mr. J. Gallacher, Ext. 3558)

Bucharest: PROPOSED BRITISH INDUSTRIAL EXHIBITION
The Board of Trade have been informed that this event will take place from October 17-27, 1968.
(Mr. J. Gallacher, Ext. 3558)

ADDITIONS – 1968:

Vancouver: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – May 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Ndola: ZAMBIA TRADE FAIR – July 1968
Possible official information stand to be manned by the British High Commission in Zambia.
(Miss G. Adams, Ext. 2788)

Bogota: INTERNATIONAL TRADE FAIR – August 1-18, 1968
Possible British Pavilion, organized by Board of Trade.
(Miss G. Adams, Ext. 2788)

San Salvador: INTERNATIONAL TRADE FAIR – November 9-30, 1968
Possible British Pavilion, organized by Board of Trade.
(Miss G. Adams, Ext. 2788)

(b) SPECIALIZED

DELETE – 1967:

Toronto: DISPLAY OF BRITISH MENSWEAR – October 26-28, 1967

AMENDMENTS – 1967:

Vienna: LADIES' FASHION SHOW – October 8-13, 1967
This entry should be amended to read:
A joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782)

Düsseldorf: EXHIBITION AND CONGRESS OF INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 15-18, 1967
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.
(Miss N. L. Charles, Ext. 2011)

DELETIONS – 1968:

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7, 1968

AMENDMENTS – 1968:

Brussels: INTERNATIONAL MOTOR SHOW – January 17-28, 1968
A joint venture with the British Cycle and Motor Cycle Industries Association (6 firms).
(Mr. A. G. Pearson, Ext. 2398)

Gothenburg: 5TH SCANDINAVIAN LIGHTING FAIR – January 20-24, 1968
This entry should be amended to read:
A joint venture with the Electric Light Fittings Association Limited (6 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 10-19, 1968
This entry should be amended to read:
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Esbjerg: BRITISH AGRICULTURAL EXHIBITION – April 24-28, 1968.
The Board of Trade, in consultation with the Export Council for Europe, the British Embassy, Copenhagen, and the British Agricultural Export Council, are considering the possibility of staging a British Agricultural Exhibition as part of the Anglo-Danish Trade Drive, 1968. Firms interested should contact the BAEC.
(Mrs. I. M. Janzen, Ext. 2489)

Hanover: INTERNATIONAL AIR SHOW – April 26-May 5, 1968
This entry should be amended to read:
Joint ventures with:
(1) The Society of British Aerospace Companies
(2) The Society of Environmental Engineers
(3) Kingston and Thameside Export Club
Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Stockholm: TRANSPORT '68 – May 9-14, 1968
This entry should be amended to read:
A possible joint venture with the Federation of Associations of Materials Handling Manufacturers. Firms interested in participation should contact the Federation.
(Mrs. I. M. Janzen, Ext. 2489)

Vienna: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – May 15-19, 1968
This entry should be amended to read:
A joint venture with the Surgical Instrument, Equipment and Appliance Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 2782)

Oslo: 2ND INTERNATIONAL SHIPPING EXHIBITION – May 20-29, 1968
This entry should be amended to read:
Possible joint ventures with the British Marine Equipment Council and Shipbuilders' and Repairers' National Association. Firms interested in participation should contact the Council or the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Vienna: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24, 1968
This entry should be amended to read:
A joint venture with the Hairdressing Manufacturers' and Wholesalers' Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September 28-October 6, 1968
This entry should be amended to read:
Joint ventures with:
(1) The British Photographic Export Group
(2) The British Sensitisers' Export Association
(Mr. J. A. Swinton, Ext. 2777)

ADDITIONS – 1968:

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – March 1-3, 1968
Probable joint venture with the Philatelic Traders' Society. Firms interested in participation should contact the Society.
(Mr. A. F. Fenton, Ext. 2786)

Lisbon: BRITISH DISPLAY OF CONSUMER DURABLES – March 26-30, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Chicago: 49TH AMERICAN WELDING SOCIETY SHOW – April 1-5, 1968
Possible joint venture with the British Welding Research Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Los Angeles: SOCIETY OF MOTION PICTURE AND TELEVISION ENGINEERS' CONFERENCE – April 21-26, 1968
Possible joint venture with the Film Production Association of Great Britain.
(Mr. A. F. Fenton, Ext. 2786)

Toronto: MINING AND METALLURGY, PIT AND QUARRYING AND MATERIALS HANDLING SHOW – April 30-May 2, 1968
The Board of Trade are considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Nairobi: SPORTS AND LEISURE SHOW – May 14-19 1968
Probable joint venture with London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Miss G. Adams, Ext. 2788)

Helsinki: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR – May 15-19, 1968
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mrs. I. M. Janzen, Ext. 2489)

Chicago: GIFT SHOW – July/August 1968
Possible joint venture with the Jewellery Trade Centre Export Group.
(Mr. A. F. Fenton, Ext. 2786)

San Francisco: GIFT SHOW – August 4-7, 1968
Possible joint venture with the Jewellery Trade Centre Export Group.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL JEWELLERY TRADE SHOW – August 6-10, 1968
Possible joint venture with the Jewellery Trade Centre Export Group.
(Mr. A. F. Fenton, Ext. 2786)

Palermo (Buenos Aires): PALERMO ANNUAL LIVESTOCK SHOW – August 1968
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Tokyo: INTERNATIONAL MACHINE TOOL FAIR – October 2-13, 1968
A possible joint venture with the Machine Tool Trades Association Inc. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Kingston, Jamaica: BRITISH EXHIBITION OF CONSUMER GOODS – October 1968
Possible joint venture with London Chamber of Commerce.
(Miss G. Adams, Ext. 2788)

Port of Spain, Trinidad: BRITISH EXHIBITION OF CONSUMER GOODS – November 1968
Possible joint venture with London Chamber of Commerce.
(Miss G. Adams, Ext. 2788)

(c) BRITISH WEEKS AND STORE PROMOTIONS

ADDITIONS – 1967:

Hamilton, Bermuda: MASTERS LTD. – October 18-November 1, 1967
This event will feature menswear from Britain. No London Buying House is known for this store, but interested manufacturers may care to contact the store direct.
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240)

Sapporo, Japan: MARUI-IMAI DEPARTMENT STORE – October 31-November 6, 1967
This promotion will feature British consumer goods. No London Buying House is known for this store, but interested manufacturers should contact the store direct at 11, Minami 1-JO, Nishi 2-Chome, Sapporo-Shi Hokkaido, Japan.
(Mr. D. R. Cork, Ext. 2760)

ADDITIONS – 1968:

Melbourne: BALL AND WELCH – April 22-May 6, 1968
This promotion will highlight a wide selection of British consumer goods. The store's London Buying House is David Jones Ltd., 315 Regent Street, London, W.1 (Tel. Langham 1555).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Amendments and Additions to classified List of TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extension 3069.

Eastern Europe	3558
Cologne, Düsseldorf, Offenbach, Weisbaden	2569
Austria, Italy	2782
France (Paris only)	2783
Other towns in France, Belgium, Luxembourg	2398
Malta, Netherlands, Switzerland	3071
Other Western European Countries and the rest of the world	2496
United Kingdom	3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at aproximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1968

VALENCIA: 4TH INTERNATIONAL CERAMICS EXHIBITION.
The Board of Trade have been informed that this event will take place from March 30 to April 7.

HELSINKI: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR.
The Board of Trade have been informed that this event will now take place from May 15-19.
The following have been appointed United Kingdom agents for this event:
Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951.

POZNAN: 37TH INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from June 9-23.

STOCKHOLM: (VVS FAIR 68) HEATING, VENTILATING AND SANITARY INSTALLATIONS – October-November.
The Board of Trade have been informed that this event will now take place in March, 1969 in Gothenburg.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1968

PHILADELPHIA: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28.
The following have been appointed United Kingdom agents for this event: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951.

TOKYO: INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS 1968).
This entry should be amended to read:
OSAKA: 2ND INTERNATIONAL FAIR OF PLASTICS 'JAPANPLAS' – October 9-18.
Apply, Plastic Technical Society of Japan, The Osaka Municipal Technical Research Institute Building, Kita-Ogimachi, Kita-Ku, Osaka, Japan.

Additions – 1968

OSAKA: JAPAN PRINTING SHOW – May 24-27.
Apply, Printing and Publishing Institute, 3, 4 Chome, Tani machi, Higashi-Kw, Osaka.

JOHANNESBURG: PLASTIC '68 – August 19-24.
Apply, S.A. Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

ATLANTIC CITY: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-19.
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois, 60611.

JOHANNESBURG: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-21.
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

TOKYO: ELECTRONICS SHOW – September 17-23.
Apply, Electronic Industries Association of Japan, Tokyo Chamber of Commerce, Building 14, Marunouchi, 3-Chome, Chiyoda-Ku, Tokyo.

TOKYO: INTERNATIONAL MACHINE TOOL FAIR – October 2-13.
Apply, Tokyo International Trade Fair Commission, C.P.O. Box 1201, Tokyo.

KYOTO: JAPAN FOUNDRY EXHIBITION (IN CONJUNCTION WITH THE 35TH INTERNATIONAL FOUNDRY CONGRESS) – October 6-12.
Apply, Secretary General of Japan Foundry Exhibition, Osaka Kogyo Shoreikan, Ueno-Cho, Enokojima, Nishi Ku, Osaka, Japan.

TOKYO: 1968 TOKYO AEROSPACE SHOW – October 10-13.
Apply, Tokyo Aerospace Show Office, C/O Asahi Shimbun, Chiyoda-Ku, Tokyo.

JOHANNESBURG: THE COMMERCIAL TRANSPORT SHOW – October 14-19.
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

JOHANNESBURG: THE MACHINE TOOLS EXHIBITION – November 11-16.
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Deletions – 1968

EDINBURGH: BUSINESS EFFICIENCY EXHIBITION – June 10-14. At Waverley Market.
The Board of Trade has been informed that this event will not now take place.

LONDON: INDUSTRIALISED BUILDING SYSTEMS AND COMPONENTS EXHIBITION (IBSAC '68) – June 25-July 5. At Crystal Palace.
The Board of Trade has been informed that this event will not now take place.

Amendment – 1968

KENILWORTH: ROYAL SHOW.
The Board of Trade has been informed that this exhibition will take place from July 2-5 and not from July 3-6 as previously published.

Additions – 1968

LONDON: NATIONAL ANGLING SHOW – April 13-18. At R.H.S. New Hall, S.W.1.
* Apply, 'Angler's Mail,' Odhams Press Ltd., 96 Long Acre, London, W.C.2 (Tel. 01-836 2468).

LONDON: 18TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 22-25. At Piccadilly Hotel, W.1.
Apply, Mr. H. Goodies, M.B.E., Teenage, Infants and Girls Fashion Fair Organisation, 92 New Cavendish Street, London, W.1 (Tel. Langham 3353).

During her visit to Gothenburg to open the new £30 million BP refinery, HRH Princess Alexandra visited a number of leading stores to inspect displays of British wool cloth garments and cloth. Picture shows HRH, with Mr. Angus Ogilvy, at Gillblads, talking to Miss E. M. Long of Ryburn Knitwear Ltd., Halifax.

HARROGATE: 18TH NORTHERN ANTIQUE DEALERS FAIR – September 5-12. At Royal Hall.
* Apply, The Secretary, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3 (Tel. Bradford 23223).

SCARBOROUGH: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION – September 26-28. At Grant Hall.
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 1851).

LONDON: INTERNATIONAL POULTRY SHOW – December 4-6. At Olympia.
* Apply, Illiffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-928 3333).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Rumanian Trade Agreement

THE FOLLOWING quotas have been agreed for the period October 1, 1967, to September 30, 1968:

ANNEX B

UNITED KINGDOM GOODS FOR IMPORT INTO RUMANIA DURING THE PERIOD OCTOBER 1, 1967, TO SEPTEMBER 30, 1968

Item No.	Description	Value £'000
1	Pedigree livestock	65
2	Animal feeding stuff	700
3	Miscellaneous agricultural and good products of United Kingdom origin or manufacture, including but not limited to dairy products, including nisin, pectin, cereal breakfast foods, fish of all descriptions, cod liver oil, vegetable oils, coffee extracts and essences, chocolate and sugar confectionery	110
4	Whisky and other potable spirits	50
5	Wool tops, noils and waste	700
6	Essential oils and flavouring essences	10
7	Toilet preparations and aromatic materials	5
8	Chemicals, including but not limited to pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastic materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85% magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds, magnesium chemicals (including light magnesium oxide, light magnesium carbonate and magnesium hydroxide)	1,250
9	Leather, and dressed furs and manufactures thereof (other than clothing)	20
10	Rubber products, including but not limited to tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	125
11	Veneers of exotic wood	10
12	Wool yarns	20
13	Woollen piece-goods	100
14	Cotton yarns and cotton and man-made fibre piece-goods	50
15	Man-made fibres	250
16	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	75
17	Linen and silk yarns and threads and manufactures thereof	5
18	Lace and lace net	10
19	Leathercloth and table oil baize	p.m.
20	Cordage, cables, ropes and twine	20
21	Tyre cord and tyre cord fabric	100
22	Refractory materials, not elsewhere specified, including refractory construction materials	100
23	Crucibles and crucible furnaces	20
24	Electric carbons	30
25	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	120
26	Abrasives of all kinds, including those used for glass grinding	10
27	Aluminium foil	10
28	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	100
29	Safety razors and safety razor blades	50
30	Resistance welding and brazing alloys	10
31	Engineers' small tools, portable power tools and hand tools	60
32	Factories, plants, machinery, including but not limited to machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leather-working and tanning machinery, pulp and paper machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment, office machinery including data processing equipment, weighing machinery, tobacco machinery, brush making machinery	(a)
33	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold-rolled strip)	1,000
34	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	100
35	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	250
36	Radar, radio and television apparatus including valves and components, and tape recording equipment	200
37	Electro medical apparatus and X-ray equipment	10
38	Electric cables, wires, strips and strands	50
39	Electric railway locomotives	p.m.
40	Motor cars, industrial and commercial vehicles (including automotive cranes) and automotive internal combustion engines and parts and accessories therefor	350
41	Aircraft, aero-engines and aircraft equipment	p.m.
42	Clothing (including knitwear), headwear and footwear	25
43	Scientific and industrial instruments, gauges and measuring instruments, industrial electronic equipment and components, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth), and hearing aids	400
44	Technical and scientific photographic materials and chemicals	10
45	Exposed cinematograph film	30
46	Books and periodicals	50
47	High purity metals and spectrographically standardized substances	10
48	China clay	60
49	Paper, paperboard and manufactures thereof	85
50	Fire fighting appliances	25
51	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists' colours; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; Mechanical lighters; Cutlery and flatware; Hollow-ware.	100

p.m. pro memoria.

(a) The Rumanian Authorities will issue import licences as necessary to cover firm contracts for the import of goods under this heading.

RUMANIAN GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE PERIOD OCTOBER 1, 1967, TO SEPTEMBER 30, 1968

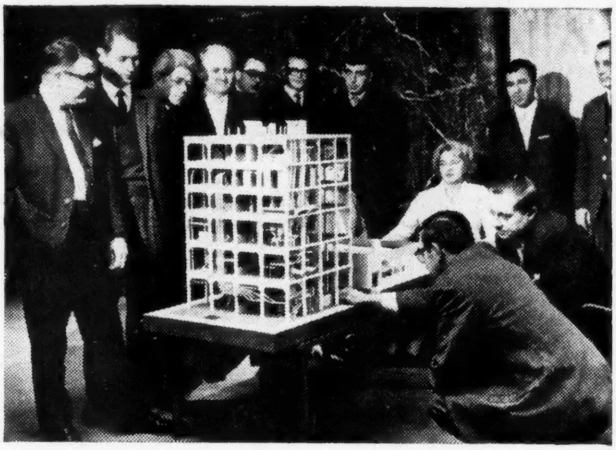
Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Chilled and frozen beef including offals and organs	10,000 tons
3	Pork meat including offals and organs	p.m.
4	Bacon	1,500 tons
5	Canned beef	100
6	Canned pigmeat (other than ham and pork loin)	50
7	Canned ham	35
8	Salami and sausages, including canned frankfurters	25
9	Game and venison	p.m.
10	Poultry	p.m.
11	Fully cooked poultry (including canned boneless poultry)	30
12	Rabbit meat	30
13	Other meat products	p.m.
14	Fresh vegetables excluding onions and shallots, garlic, potatoes and tomatoes	500 tons
15	Onions and shallots and garlic (*of which* not more than 500 tons of onions to be imported between August 1 and November 30)	1,500 tons
16	Fresh tomatoes (*of which* not more than 50 tons to be imported between May 1 and October 31)	350 tons
17	Dehydrated and dried vegetables (other than mushrooms and potatoes)	150
18	Dehydrated and dried mushrooms	40
19	Dehydrated and dried potatoes	25
20	Frozen vegetables (*of which* not more than 40 tons for peas)	85 tons
21	Tomato puree	300
22	Canned tomatoes	200
23	Canned vegetables, other than tomatoes (*of which* not more than £60,000 for peas, beans and carrots)	115
24	Canned ready-made dishes containing both meat and vegetables	30
25	Cucumbers, pickled or in brine	40
26	Pickled paprika and tomato paprika	20
27	Onions, pickled or in brine	45
28	Vine leaves	5
29	Sauerkraut	15
30	Fresh fruit (*of which* not more than 60 tons for apples and pears *of which* not more than 15 tons to be imported between July 1 and December 31)	500 tons
31	Grapes	30
32	Dried fruit:	
	(a) Prunes	350
	(b) Other	50
33	Walnuts and walnut kernels	250
34	Frozen fruit	75 tons
35	Apricot pulp and puree	150 tons
36	Other fruit pulp and fruit puree *of which* not more than 50 tons for strawberry, 50 tons for raspberry and 100 tons for blackcurrants	1,500 tons
37	Tomato juice, fruit juices and syrups	60
38	Canned fruit (*of which* not more than £15,000 for strawberry and raspberry, £7,500 for apple, £20,000 for plum and £5,000 for blackcurrant)	100

Item No.	Description	Value (£'000) or Quantity
39	Jams and jellies (*of which* not more than 800 tons for strawberry, raspberry, blackcurrant and plum)	1,300 tons
40	Wine	250
41	Other alcoholic beverages	50
42	Butter	325 tons
43	Honey	150
44	Sturgeon, fresh, frozen, salted or smoked	20
45	Canned fish	10
46	Caviare and frogs legs and crawfish tail frozen and in brine	25
47	Chocolate and sugar confectionery	100
48	Cheese	125
49	Spaghetti, macaroni, noodles and vermicelli	20
50	Beech cases and parts	200
51	Softwood cases and parts	p.m.
52	Wooden furniture and parts	375
53	Chairs and other seats and parts	425
54	Wicker-work furniture	10
55	Wooden school requisites (other than pencils)	40
56	Wooden sports goods (other than fishing tackle)	15
57	Wooden boats	10
58	Wooden articles for the textile industry	10
59	Domestic woodware including toothpicks	60
60	Wooden musical instruments, accessories and parts	30
61	School exercise books	15
62	Paper bags and paper sacks	30
63	Paper and paper board manufactures not elsewhere specified	25
64	Synthetic rubber	50
65	Calcium carbide	250
66	Plastic materials and products including but not limited to PVC and PVC products, not elsewhere specified	300
67	Fertilizers	350
68	Chemicals including but not limited to methanol and polystyrene, subject to type	600
69	Pharmaceutical chemicals, subject to type	120
70	Toilet preparations	20
71	Tractors and agricultural machinery	75
72	Complete installations and industrial equipment	100
73	Road and building machinery	50
74	Machine tools	35
75	Pumps and compressors	15
76	Electrotechnical products including electric motors	120
77	Microscopes and binoculars, medical and surgical instruments, equipment and appliances (including parts)	20
78	Sewing machines and parts	10
79	Bicycles and parts	5
80	Domestic scales	5
81	Electric wires and cables	15
82	Aluminium oxide	10
83	Sanitary articles	20
84	Marble	20
85	Cement	100
86	Mechanically drawn window glass	50
87	Domestic glassware, undecorated or decorated (*of which* not more than £85,000 for cut and decorated glassware by etching, engraving or intaglio and gold enamel)	150
88	Tableware of china, porcelain or earthenware	50
89	Christmas tree decorations	10
90	Man-made fibres, subject to type	180
91	Cotton and man-made fibre fabrics (*of which* not more than £30,000 for cotton)	200
92	Silk fabrics	15
93	Hosiery and knitwear (other than gloves)	300
94	Leather clothing	65
95	Leather gloves	27·5
96	Other clothing, excluding clothing of natural fur or containing lace or lace net (*of which* not more than £70,000 for cotton clothing)	300
97	Linen tea towels and towelling	20,000 sq. yds.
98	Manufactures of linen other than tea towels and towelling not elsewhere specified	8
99	Manufactures of hemp	15
100	Footwear, with uppers of leather	700
101	Carpets and rugs (*of which* not more than £100,000 for carpets of a c.i.f. value of less than £5 per square yard)	250
102	Toys and games	50
103	Handicrafts (textiles other than clothing)	20
104	Handicrafts (wooden and ceramic)	25
105	Leather articles	15
106	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (*of which* not more than £7,000 for willow, cane and wicker)	80
107	Matches	10
108	Books and periodicals	75
109	Gramophone records	10
110	Alabaster products	10
111	Ball bearings	20
112	Rubber tyres and tubes	270
113	Domestic hardware goods	50
114	Miscellaneous goods including but not limited to: Musical scores; Magnetic tape; Stamps; Pictures and prints.	125

p.m. pro memoria.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.



A nine-member Russian trade delegation, which has been in Britain for the past three weeks in connection with a £610,000 insecticides plant bound for the USSR, has fully discussed and accepted the preliminary documentation for the export contract with Sturtevant Engineering Co. Ltd., a member of the Drake & Gorham, Scull Group. The preliminary documentation covers all aspects of technology, site requirements and the delivery plan. The order, first announced in December 1966, was won in the face of intense competition from American, German, French and Japanese companies. The picture shows the Russians around the cut-away model of the insecticides plant. Mr. J. F. Jones, marketing director, Sturtevant Engineering Co. Ltd., points out a detail to Mr. I. Braslavski, the leader of the delegation. Mr. J. F. Vine, the British firm's chief engineer, is on the extreme left.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(192/67) Aero-Photometric Survey for Argentine National Institute of Geology and Mining. (Further Information.) E.S.B. 34812/67.*

Servicios Electricos del Gran Buenos Aires:
- **(191/67) Trucks; Cranes.** October 24. E.S.B. 35641/67.*
- **(191/67) Auto-Transformers.** October 24. E.S.B. 35642/67.*

AUSTRALIA

(192/67) Traffic Control Equipment for Melbourne and Metropolitan Board of Works. (Further Information.) Tender documents now available. E.S.B. 35284/67.*

(193/67) Clarifier Equipment for Metropolitan Water Sewerage and Drainage Board. (Further Information.) Closing date postponed to December 19. E.S.B. 30812/67.*

(192/67) Boiler Feed Pumping Sets for Mitsui and Co. (Australia) Ltd. (Further Information.) Tender documents now available. E.S.B. 35285/67.*

(192/67) Telecommunications Equipment for Post Master General's Department (Further Information.) Tender documents now available. E.S.B. 35291/67.*

(192/67) Transmission Line; Sub-Station for State Electricity Commission of Queensland. October 18. E.S.B. 35700/67.

(190/67) Textiles for State Stores Board. October 20. E.S.B. 35483/67.*

BRAZIL

(193/67) Hydroelectric Project for Centrais Electricas de Sao Paulo. March 1, 1968. E.S.B. 35932/67.

(189/67) Telex and Telephone Equipment for Sorocabana Railway. November 6. E.S.B. 35292/67.*

BURMA

(193/67) Airport Equipment for Department of Civil Aviation. October 31. E.S.B. 36005/67.*

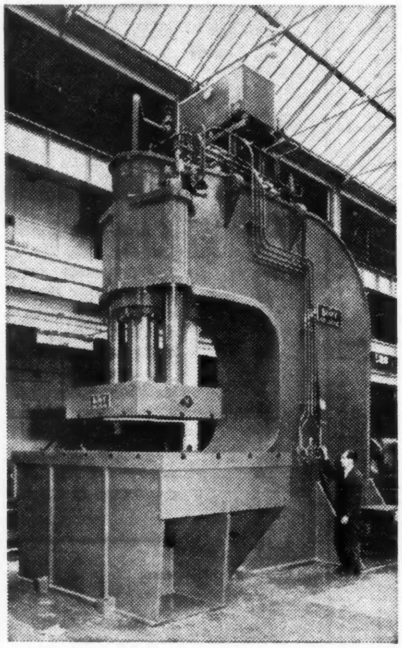
Electricity Supply Board:
- **(193/67) Steel Pipeline; Surge Tank; Penstock.** February 29, 1968. E.S.B. 36006/67.
- **(193/67) Electrical Equipment.** April 1, 1968. E.S.B. 36007/67.

Industrial Development Corporation:
- **(190/67) Metal Casting Equipment.** October 31. E.S.B. 35456/67.*
- **(190/67) Textile Finishing Plant.** May 14, 1968. E.S.B. 35458/67.*

Myanma Export Import Corporation:
- **(190/67) Fountain Pens.** October 26. E.S.B. 35443/67.*
- **(189/67) Pencils.** October 26. E.S.B. 35444/67.*
- **(189/67) Paper; Ink; Photographic Supplies.** October 24. E.S.B. 35442/67.*
- **(189/67) Geometry Sets.** October 26. E.S.B. 35446/67.*
- **(189/67) Coloured Pencils.** October 26. E.S.B. 35445/67.*
- **(189/67) Viscose Rayon Yarn.** October 19. E.S.B. 35482/67.*
- **(192/67) Aluminium Circles.** October 18. E.S.B. 35962/67.*
- **(192/67) Sulphur Dyes.** October 19. E.S.B. 35963/67.*
- **(193/67) Food Colouring.** October 19. E.S.B. 35964/67.*
- **(193/67) Vehicle Spare Parts.** October 18. E.S.B. 35967/67.*
- **(193/67) Typewriters.** October 19. E.S.B. 36004/67.*
- **(193/67) Cotton Yarn.** October 20. E.S.B. 36012/67.*
- **(193/67) Cotton Yarn.** October 19. E.S.B. 36013/67.*
- **(193/67) Nylon Yarn.** October 19. E.S.B. 36015/67.*
- **(194/67) Thorium Nitrate.** October 19. E.S.B. 36330/67.*
- **(194/67) Insecticide; Rodenticide.** October 19. E.S.B. 36331/67.*
- **(194/67) Textile Auxiliaries.** October 19. E.S.B. 36332/67.*
- **(194/67) Carbon Rods.** October 19. E.S.B. 36333/67.*

Public Works Corporation:
- **(189/67) Steel Bars.** November 4. E.S.B. 35455/67.*
- **(193/67) Tyres and Tubes.** November 1. E.S.B. 36016/67.*
- **(193/67) Steel Fabric.** November 6. E.S.B. 36017/67.*

Union of Burma Railway Board:
- **(189/67) Welding Equipment.** October 24. E.S.B. 35430/67.*
- **(189/67) M. S. Plate.** October 24. E.S.B. 35428/67
- **(189/67) Non-Ferrous Metals.** October 24. E.S.B. 35429/67.*
- **(193/67) Files.** November 7 ESB. 35985/67.*
- **(193/67) Screwing Machine Chasers: Taps and Dies.** November 7. E.S.B. 35986/67.*
- **(193/67) Screws.** November 7. E.S.B. 35987/67.*
- **(193/67) Files.** November 7. E.S.B. 35988/67.*
- **(193/67) Twist Drills.** November 7. E.S.B. 35989/67.*
- **(193/67) Belting.** October 31. E.S.B. 35990/67.*
- **(193/67) Taps and Dies.** November 7. E.S.B. 35991/67.*
- **(193/67) Ebonite Sheets and Rods: Insulating Sheets.** October 31. E.S.B. 35992/67.*
- **(193/67) Washers and Rivets.** November 7. E.S.B. 35993/67.*
- **(193/67) Drills.** November 7. E.S.B. 35994/67.*
- **(193/67) Nuts and Bolts.** October 31. E.S.B. 35995/67.*
- **(193/67) Copper Wire.** October 31. E.S.B. 35996/67.*
- **(193/67) Copper Wire.** October 31. E.S.B. 35997/67.*



A 400-ton overhung press destined for a Norwegian aluminium plant is seen on final assembly at the works of Henry Berry & Co. Ltd., Leeds. The press operates on a Towler direct oil hydraulic drive at pressures up to 2 tons/square inch. It is probably the largest single frame overhung press produced in Britain in recent years, the firm claims.

CEYLON

(193/67) Gypsum for Ceylon Cement Corporation. October 21. E.S.B. 35938/67.

(193/67) Scientific Equipment for Ceylon Fisheries Corporation. October 21. E.S.B. 35941/67.

(192/67) Pressure Lamps for the Department of Government, Stores. (Further Information.) Tender documents now available. E.S.B. 34874/67.*

(192/67) Textile Accessories and Machinery for Department of Rural Development and Small Industries. December 18. E.S.B. 35940/67.*

(194/67) Irrigation Equipment for Forest Department Tender Board. November 15. E.S.B. 36100/67.*

(193/67) Pipes and Fittings for State Engineering Corporation. October 20. E.S.B. 35939/67.*

(192/67) Water Tubes for Tender Board. (Further Information.) Tender documents now available. E.S.B. 34207/67.*

ETHIOPIA

(189/67) Underground Cable for Ethiopian Electric Light and Power Authority. October 27. E.S.B. 35290/67.*

FORMOSA

Central Trust of China:
- **(189/67) Line Splicing Tools.** October 19. E.S.B. 35255/67.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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BROOK ELECTRIC MOTORS
British Metric
American and
Canadian Standards
AT HOME
ANYWHERE IN
THE WORLD
67/8

(192/67) **Ball and Roller Bearings.** October 30. E.S.B. 35902/67.*

(192/67) **Silicon.** October 27. E.S.B. 35903/67.*

(192/67) **Franking Machines.** October 27. E.S.B. 35904/67.*

(192/67) **Bearings and Lock Nuts.** October 31. E.S.B. 35905/67.*

(192/67) **Tube Fittings.** October 26. E.S.B. 35907/67.*

(192/67) **Varhour Meters.** October 27. E.S.B. 35908/67.*

(193/67) **Fluorspar.** October 24. E.S.B. 35910/67.*

(193/67) **Resistance Testing Sets.** October 20. E.S.B. 35911/67.*

(192/67) **Circular Saw Blades.** October 30. E.S.B. 35912/67.*

(193/67) **Toludine.** October 27. E.S.B. 35945/67.*

(193/67) **Conveyor Belting.** October 26. E.S.B. 35946/67.*

(193/67) **Gaskets.** October 27. E.S.B. 35948/67.*

(193/67) **Air Break Contactors.** October 26. E.S.B. 35949/67.*

(193/67) **Pumps and Turbines.** October 26. E.S.B. 35950/67.*

(193/67) **Fork Lift Trucks.** October 26. E.S.B. 35952/67.*

(193/67) **Anti-Knock Compound.** October 23. E.S.B. 35953/67.*

(193/67) **Oscillator: Level Meter.** October 26. E.S.B. 35954/67.*

(193/67) **Separators.** October 27. E.S.B. 35957/67.*

(193/67) **Pipes and Fittings; Steam Trap.** October 20. E.S.B. 35959/67.*

(193/67) **Ionospheric Sounder.** October 24. E.S.B. 35956/67.*

(193/67) **Pipe Fittings.** October 26. E.S.B. 35958/67.*

FRANCE

(191/67) **Office Supplies and Stationery** for Council of Europe, Strasbourg. November 1. E.S.B. 35658/67.*

GREECE

(190/67) **Sulphate of Copper** for Agricultural Bank of Greece. October 23. E.S.B. 35607/67.*

(192/67) **Teletype Equipment** for Hellenic State Railways. October 20. E.S.B. 35677/67.*

Institute of Social Insurance:

(191/67) **Syringes and Needles.** November 27. E.S.B. 35602/67.

(190/67) **Hospital Supplies.** November 27. E.S.B. 35606/67.*

(190/67) **X-Ray Developing Chemicals.** November 23. E.S.B. 35605/67.*

(190/67) **X-Ray Diagnostic Machines.** November 27. E.S.B. 35604/67.*

(190/67) **Electrocardiograph Machines.** November 23. E.S.B. 35608/67.*

(191/67) **Anti-Tetanus Serum.** November 27. E.S.B. 35603/67.*

(191/67) **X-Ray Unit.** November 23. E.S.B. 35609/67.*

Ministry of Commerce:

(191/67) **Basket Balls.** (Further Information.) E.S.B. 27935/67.*

(192/67) **Surgical Materials.** (Further Information.) Closing date postponed to November 1. E.S.B. 10650/67.*

(192/67) **Cleaning Machines; Electricity Neutralizing Sets.** October 20. E.S.B. 35675/67.*

Ministry of Trade:

(191/67) **Electronic Tubes.** (Further Information.) E.S.B. 1884/67.*

(191/67) **Tyres.** (Further Information.) E.S.B. 22278/66.*

Public Power Corporation:

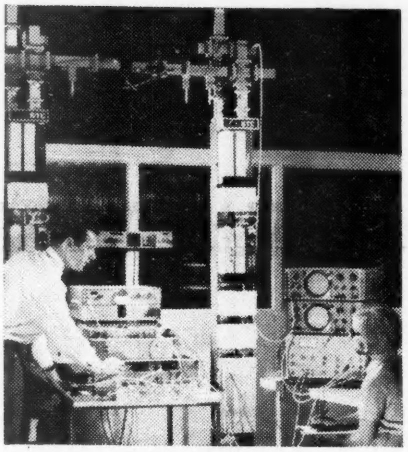
(191/67) **Photoelectric Switches.** October 18. E.S.B. 35613/67.

(191/67) **Fork Lift Trucks.** November 10. E.S.B. 35616/67.*

(191/67) **Generators.** November 12. E.S.B. 35617/67.

HONG KONG

(192/67) **Asbestos Cement Pipes and C.I. Fittings** for Government Stores Department. October 20. E.S.B. 35922/67.*



Engineers at STC's Transmission Group, Basildon, carrying out final systems tests on RL4H microwave equipment. Orders worth £37,000 have been received for this type of system to link Puerto Rico with the Virgin Islands.

INDIA

(190/67) **Control and Relay Panels** for Andhra Pradesh State Electricity Board. October 20. E.S.B. 35466/67.

(192/67) **Carbon Drill Steel** for Beas Purchasing Organization. (Further Information.) E.S.B. 31330/67.*

Bihar State Electricity Board:

(190/67) **Metering and Testing Equipment.** October 25. E.S.B. 35297/67.

(190/67) **Shunt Capacitor.** October 27. E.S.B. 35298/67.

Delhi Electrical Supply Undertaking:

(190/67) **Electrical Equipment.** October 26. E.S.B. 35472/67.

(192/67) **Sub-Station Equipment.** (Further Information.) E.S.B. 34254/67.

(192/67) **Sub-Station Equipment.** October 30. E.S.B. 35679/67.

(194/67) **Textile Plant and Equipment** for Department of Industries and Technical Education. October 25. E.S.B. 36069/67.

(194/67) **Cables** for Government of Mysore. October 25. E.S.B. 36096/67.

(194/67) **Freeze Dryer** for Hindustan Antibiotics Ltd. October 18. E.S.B. 36026/67.

(190/67) **Rubber Lubricating Pads** for Indian Railways Railway Board. October 23. E.S.B. 35470/67*

(190/67) **Steel for Aircraft** for India Supply Mission. October 19. E.S.B. 35493/67.

Indian Telephone Industries Ltd.:

(190/67) **Zinc Plated Steel Sheets.** October 30. E.S.B. 35468/67.

(191/67) **Steel Sheets.** November 6. E.S.B. 35618/67.

(193/67) **Dredger** for Kandla Port Trust. November 3. E.S.B. 35627/67.

(190/67) **Electrical Testing Equipment** for Kerala State Electricity Board. October 30. E.S.B. 35467/67.

(192/67) **Sand Grab** for Madras Port Trust Office (Further Information.) E.S.B. 34257/67.*

(191/67) **Transformers** for Maharashtra State Electricity Board. October 31. E.S.B. 35619/67.

Oil and Natural Gas Commission:

(192/67) **Bentonite Powder.** October 19. E.S.B. 35683/67.

(192/67) **Chemicals.** October 28. E.S.B. 35685/67.

(192/67) **Cutch.** October 23. E.S.B. 35686/67.

(192/67) **Casing Shoe and Cementing Plug.** October 24. E.S.B. 35687/67.

(192/67) **Chemicals.** October 25. E.S.B. 35684/67.

(190/67) **Conveyor Belting** for Singareni Collieries Company Ltd. October 26. E.S.B. 35465/67.

(189/67) **Structural Steelwork** for South Central Railway. November 2. E.S.B. 35469/67.

West Bengal State Electricity Board:

(189/67) **Capacitors.** October 24. E.S.B. 35295/67.

(189/67) **Conductor.** (Further Information.) E.S.B. 34033/67.*

(189/67) **Tower Superstructure.** October 31. E.S.B. 35296/67.

(189/67) **Oil Purification Equipment.** Amended Closing date October 23. E.S.B. 28257/67.

(189/67) **Conductor.** November 6. E.S.B. 35299/67.

(194/67) **Fuel Oil Handling Equipment.** November 6. E.S.B. 36039/67.

IRAN

(191/67) **Telephone Exchanges** for Iran Telephone Corporation. October 22. E.S.B. 35629/67.*

(191/67) **Mining Safety Equipment** for Steel Corporation of Iran. October 26. E.S.B. 35648/67.*

IRAQ

(194/67) **Foam** for Ministry of Finance. October 22. E.S.B. 36081/67.

(194/67) **Electrical Equipment** for Ministry of Industry. October 30. E.S.B. 36082/67.

IRISH REPUBLIC

(192/67) **Orange Globes for Pedestrian Crossings for** Dublin Corporation. October 17. E.S.B. 35688/67.

(189/67) **Water Filtration Plant** for Tullamore Urban District Council. November 10. E.S.B. 35283/67.

IVORY COAST

(191/67) **Construction of Oil Extraction Factories** for La Societe pour le Development et L'Exploitation du Palmier. October 30. E.S.B. 35630/67.*

JAMAICA

(193/67) **Cable Boxes** for Jamaica Public Service Co., Ltd. October 18. E.S.B. 35944/67.*

LEBANON

(189/67) **Tyres** for de Office des Chemins de Fer de L'Etat Libanais et du Transport en Commin de Beyrouth et de sa Bantiene. October 25. E.S.B. 35409/67.*

MALAYSIA

(194/67) **Hydraulic Cable Drum Trailer** for Telecommunication Stores and Workshop. November 10. E.S.B. 36022/67.*

MALTA

Treasury Valletta:

(192/67) **Toilet Paper.** October 19. E.S.B. 35649/67.*

(192/67) **Tailoring Machines.** October 19. E.S.B. 35650/67.*

(192/67) **Block Terminals.** October 19. E.S.B. 35651/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:

(194/67) **Hoses.** November 10. E.S.B. 36056/67.

(194/67) **Casting Materials.** November 2. E.S.B. 36061/67.

(194/67) **Railway Points.** November 22. E.S.B. 36030/67.

(194/67) **Locomotive Spare Parts.** November 2. E.S.B. 36057/67.

(194/67) **Coach Spare Parts.** November 2. E.S.B. 36060/67.

(194/67) **Workshop Equipment.** October 26. E.S.B. 36065/67.

(*Continued on next page*)

Robert Hough

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(194/67) Ladders. October 31. E.S.B. 36068/67.

(194/67) Galvanized Iron Wire. November 6. E.S.B. 36066/67.

(193/67) Points for Trans-Zamberia Railway Co. October 30. E.S.B. 36092/67.

NETHERLANDS

(192/67) Construction of Road for Director of Waterways. October 25. E.S.B. 35961/67.

NEW ZEALAND

General Post Office:

(190/67) Gloves. October 26. E.S.B. 35495/67.*

(191/67) Soldering Irons. October 30 E.S.B. 35494/67.*

(194/67) Ultrasonic Leak Detector. October 27. E.S.B. 36085/67.*

(194/67) Capacitors. November 2. E.S.B. 36301/67.*

(190/67) Textiles for Ministry of Works. November 8. E.S.B. 35448/67.*

(192/67) Cutter Suction Dredge for Tauranga Harbour Board. (Further Information.) Closing date postponed to December 15. E.S.B. 28929/67.*

PAKISTAN

East Pakistan Agricultural University:

(189/67) Building Construction, Civil Engineering and Electrification Work. (Pre-qualification.) November 7. E.S.B. 35477/67.

(190/67) Laboratory Equipment. November 9. E.S.B. 35488/67.*

(194/67) Radio Equipment for Telegraph Stores and Workshops. October 31. E.S.B. 36309/67.

(192/67) Bogies for West Pakistan Railway Board. (Further Information.) Tender documents now available. E.S.B. 34231/67.*

PERU

(191/67) Port Handling Equipment for Direction General de Hacienda. (Further Information.) E.S.B. 34861/67.*

PHILIPPINES

(194/61) Sewage Plant for National Waterworks and Sewerage Authority. November 7. E.S.B. 36094/67.*

SAUDI ARABIA

(189/67) Construction of Building for Comptroller General, Diwan. October 28. E.S.B. 35461/67.

(189/67) Heavy Equipment for Municipality of Jedda. October 26. E.S.B. 35463/67.

SINGAPORE, REPUBLIC OF

(190/67) Steel Specials for Public Utilities Board. October 24. E.S.B. 35439/67.

Public Works Department:

(192/67) Asphalt Spreader and Finisher. October 24. E.S.B. 35697/67.*

(192/67) Asphalt Batch Plant. October 24. E.S.B. 35698/67.*

Singapore Polytechnic:

(192/67) Induction Motor; Frequency Set. October 25. E.S.B. 35695/67.*

(192/67) Laboratory Equipment. October 25. E.S.B. 35696/67.

Telecommunications Department:

(191/67) Instrument Landing System. November 30. E.S.B 35644/67.*

(191/67) Telegram Monitoring Equipment and Aerial. October 30. E.S.B. 35645/67.*

SOUTH AFRICA

Cape Provincial Tender Board:

(191/67) Laboratory Equipment. October 20. E.S.B. 35496/67.

(191/67) Cardboard. October 24. E.S.B 35497/67.

(191/67) Metals. October 20. E.S.B. 35498/67.

South African Railways:

(191/67) Isolating Switches. October 27. E.S.B. 35643/67.

(192/67) Stretching Screws. November 1. E.S.B. 35694/67.

(192/67) Fuse. October 27. E.S.B. 35691/67.

(192/67) Cable. October 25. E.S.B. 35692/67.

(192/67) Conductor. November 3. E.S.B. 35693/67.

State Tender Board:

(192/67) Hydraulic Press. October 19. E.S.B. 35664/67.*

(192/67) Solder. October 19. E.S.B. 35669/67.*

(192/67) Hoists. October 19. E.S.B. 35671/67.*

(192/67) Switchgear. October 25. E.S.B. 35673/67.*

(192/67) Circuit Breakers. October 24. E.S.B. 35674/67.*

(194/67) Syringes; Trypsin Powder. October 23. E.S.B. 36027/67.*

(193/67) Electric Therapy Apparatus. October 23. E.S.B. 36028/67.*

(193/67) Laboratory Equipment. October 23. E.S.B. 36029/67.*

(193/67) Mechanical Horse for Transvaal Provincial Tender Board. October 20. E.S.B. 36031/67.*

SPAIN

(191/67) Chain Tractors for Ministerio de Agricultura. October 21. E.S.B. 35552/67.

(192/67) Oils and Fat Producing Plant for Ministry of Industry. November 1. E.S.B. 35690/67.

SUDAN

(189/67) Timber Poles for Department of Posts and Telegraphs. October 25. E.S.B. 35259/67.*

Sudan Railways:

(190/67) Welding Sets. November 1. E.S.B. 35499/67.*

(191/67) Fork Lift Trucks. October 25. E.S.B. 35500/67.*

(193/67) Mobile Cranes. October 19. E.S.B. 36032/67.*

(193/67) Lathe. October 30. E.S.B. 36033/67.*

(194/67) Couplers. November 23. E.S.B. 36034/67.*

THAILAND

(193/67) Overhead Line Hardware for Metropolitan Electricity Authority. October 31. E.S.B. 35977/67.*

(193/67) Oil Refinery for Military Energy Department. November 7. E.S.B. 35982/67.

Provincial Electricity Authority (Samsen):

(194/67) Insulators. October 30. E.S.B. 36048/67.

(194/67) Insulators. October 31. E.S.B. 36049/67.

(193/67) Steel Wire Rope for Royal Irrigation Department. October 25. E.S.B. 35980/67.

(193/67) Nuts and Bolts for State Railway of Thailand. October 18. E.S.B. 35979/67.

TURKEY

(193/67) Coil Boxes for PTT Genel Mudurlugu. October 23. E.S.B. 36051/67.*

Tekel Genel Mudurlugu:

(193/67) Stereotype Matrix Press. October 23. E.S,B 35971/67.*

(193/67) Gilding Press. October 27. E.S.B. 35972/67.*

(193/67) Paper Drilling Machine. October 23. E.S.B. 35974/67.*

(193/67) Wire Stapling Machine. October 23. E.S.B. 35973/67.*

(193/67) Stereotype Lead Melting Boiler. October 27. E.S.B. 35975/67.*

URUGUAY

AFE State Railways:

(189/67) Manganese Steel. Closing dates First call October 31, Second call November 7. E.S.B. 35401/67.

(191/67) Steel Tyres. Closing dates First call November 14, Second call November 21. E.S.B. 35633/67.

(191/67) Hollow Steel. Closing dates First call October 25, Second call October 31. E.S.B. 35634/67.

ANCAP (State Oil and Alcohol Monopoly:

(189/67) Automatic Contract Breakers. October 25. E.S.B. 35402/67.

(189/67) Feed Pumps. October 25. E.S.B. 35403/67.

(189/67) Alarm System. October 26. E.S.B. 35404/67.

(189/67) Stone Sulphur. October 19. E.S.B. 35407/67.

Ministry of Public Health:

(191/67) Haemotherapy Material. October 25. E.S.B. 35638/67.

(191/67) Haberdashery. October 25. E.S.B. 35637/67.

(191/67) Antibiotics, etc. October 25. E.S.B. 35636/67.

(191/67) Centrifuge. October 24. E.S.B. 35635/67.

(189/67) Steel; Wire for UTE (State Telephone and Electricity Board.) Closing dates First call October 27, Second call November 3. E.S.B. 35408/67.

UNITED STATES OF AMERICA

Bureau of Reclamation:

(190/67) Circuit Breaker. (Advance Information.) E.S.B. 35270/67.

(190/67) Generators. (Advance Information.) E.S.B. 35271/67.

(190/67) Turbines. (Advance Information.) E.S.B. 35272/67.

(190/67) Series Capacitors. (Advance Information.) E.S.B. 35374/67.

(190/67) Control and Telemetering Equipment. (Advance Information.) E.S.B. 35411/67.

(192/67) Shunt Capacitor Equipment for Bonneville Power Administration. October 19. E.S.B. 35699/67.*

VIETNAM

Industrial Development Centre:

(191/67) Iron Sheet Galvanizing Plant. October 30. E.S.B. 35621/67.*

(191/67) Battery Manufacturing Plant. October 30. E.S.B. 35622/67.*

(191/67) Food Machinery. October 30. E.S.B. 35623/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria

(192/67) State Mining Organization. C.R.E. 11646/1/G.

Australia

(192/67) Agency inquiry for machine tools; moulds. E.S.B. 35400/67.

(192/67) Manufacture under licence – chemicals and chemical products. E.S.B. 35765/67.

(192/67) Special Advisory Authority – sassflower seed oil. C.R.E. 1776/67.

(192/67) Inquiry for industrial plant E.S.B. 35736/67.

(194/67) Inquiry for advertising novelties; ceramic lamp bases; gift lines. E.S.B. 35196/67.

Austria

(194/67) Inquiry for air mattresses; bicycles; clothing; hardware; household equipment. E.S.B. 35391/67.

Bahamas

(190/67) Agency inquiry for beverages; cork topees; cotton piece-goods; office furniture and supplies; stationer's sundries. E.S.B. 34464/67.

(193/67) Inquiry for marine handling equipment. E.S.B. 33590/67.

Barbados

(192/67) Agency inquiry for fabrics; furniture; shoes; suitings. E.S.B. 33763/67.

Belgium

(189/67) Agency inquiry for electric vehicles. E.S.B. 33774/67.

Brazil

(190/67) Inquiry for abrasive wheel manufacturing equipment. E.S.B. 35171/67.

(192/67) Air parcel post. E.S.B. 364/G.

Bulgaria/Sweden

(192/67) Trade Agreement. C.R.E. 5979/G.

Canada

(198/67) Agency inquiry for fuses. E.S.B. 35065/67.

(191/67) Agency inquiry for control rod assemblies; heavy water production equipment; valves. E.S.B. 34326/67.

(190/67) Inquiry for leather hides. E.S.B. 34353/67.

(192/67) Inquiry for pharmaceuticals. E.S.B. 35762/67.

(193/67) Inquiry for contact studs. E.S.B. 35062/67.

(193/67) Inquiry for paints and surface coatings. E.S.B. 35796/67.

Ceylon

(192/67) Inquiry for insulator factory plant and equipment. E.S.B. 23256/67.

Costa Rica

(190/67) Agency inquiry for industrial chemicals; construction equipment. E.S.B. 35154/67.

Finland

(189/67) Agency inquiry for dress fabrics. E.S.B. 9181/66.

(191/67) Agency inquiry for paper products. E.S.B. 35553/67.

Formosa

(191/67) Tenders – successful bidders. E.S.B. 19699/67.

France

(190/67) Agency inquiry for packaging and wrapping equipment; textile equipment and accessories. E.S.B. 34532/67.

(191/67) Inquiry for builders supplies; decorators supplies; do-it-yourself items. E.S.B. 35703/67.

(193/67) Inquiry for date stamps. E.S.B. 35720/67.

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† For further details on the 'Export Service Bulletin' see page 858.

Germany, Federal Republic of
(192/67) Agency inquiry for prams; toys. E.S.B. 31467/67.
(193/67) Agency inquiry for spraying equipment. E.S.B. 35305/67.

Guyana
(191/67) Agency inquiry for bags, cosmetics disinfectants; fertilizers insecticides pharmaceuticals; textiles; twines and ropes. E.S.B. 32357/67.

Iran
(191/67) Inquiry for felt blocks. E.S.B. 35399/67.

Irish Republic
(193/67) Agency inquiry for battery chargers. E.S.B. 35732/67.

Israel
(193/67) Inquiry for air diffusion equipment. E.S.B. 35310/67.
(194/67) Inquiry for taximeters. E.S.B. 33546/67.

Italy
(189/67) Agency inquiry for foodstuffs. E.S.B. 34969/67.
(189/67) Agency inquiry for pumps. E.S.B. 35050/67.
(190/67) Agency inquiry for clothing. E.S.B. 35054/67.
(191/67) Inquiry for motor car spare parts. E.S.B. 34936/67.

Jamaica
(190/67) Inquiry for building materials. E.S.B. 35393/65/2.

Jordan
(191/67) Inquiry for sports gods. E.S.B. 35170/67.

Lebanon
(189/67) Agency inquiry for ball and roller bearings; vehicle spare parts. E.S.B. 34989/67.
(189/67) Agency inquiry for cables; ropes; wire ropes. E.S.B. 34958/67.
(190/67) Inquiry for cylinders. E.S.B. 35316/67.

Libya
(190/67) Agency inquiry for household appliances; radios; tape recorders; television sets. E.S.B. 35176/67.
(194/67) Inquiry for white barley. E.S.B. 35756/67.

Mexico
(190/67) Inquiry for cement making plant. E.S.B. 29040/67.

Norway
(190/67) Agency inquiry for electrical equipment. E.S.B. 35183/67.
(193/67) Agency inquiry for capacitors; potentiometers; resistors. E.S.B. 34968/67.

South Africa
(190/67) Manufacture under licence – aluminium curtain walling; partitioning systems; stainless steel metal work. E.S.B. 33270/67.

Sweden
(189/67) Agency inquiry for dresses and skirts. E.S.B. 18683/67.

Switzerland
(189/67) Agency inquiry for office equipment; weighing machines. E.S.B. 35067/67.
(190/67) Agency inquiry for electronic components; reed relays. E.S.B. 35334/67.
(190/67) Agency inquiry for graphic machinery; plastic trays. E.S.B. 35319/67.
(192/67) Inquiry for antique porcelain reproduction engravings; maps and books. E.S.B. 35595/67.
(194/67) Inquiry in respect of plastic guttering. E.S.B. 28829/67.

Turkey
(190/67) Inquiry for chemical plant; fertilizer plant; steel works plant. E.S.B. 34959/67.

Uganda
(190/67) Inquiry for clothing materials and accessories. E.S.B. 35516/67.
(190/67) Inquiry for cotton wool and sanitary towel making plant. E.S.B. 35350/67.
(191/67) Inquiry for agricultural machinery and equipment; animal weighing machinery; communication equipment; irrigation and water pumping equipment; motor vehicles; office furniture; prefabricated buildings; road making and grading machinery; silos. E.S.B. 35565/67.

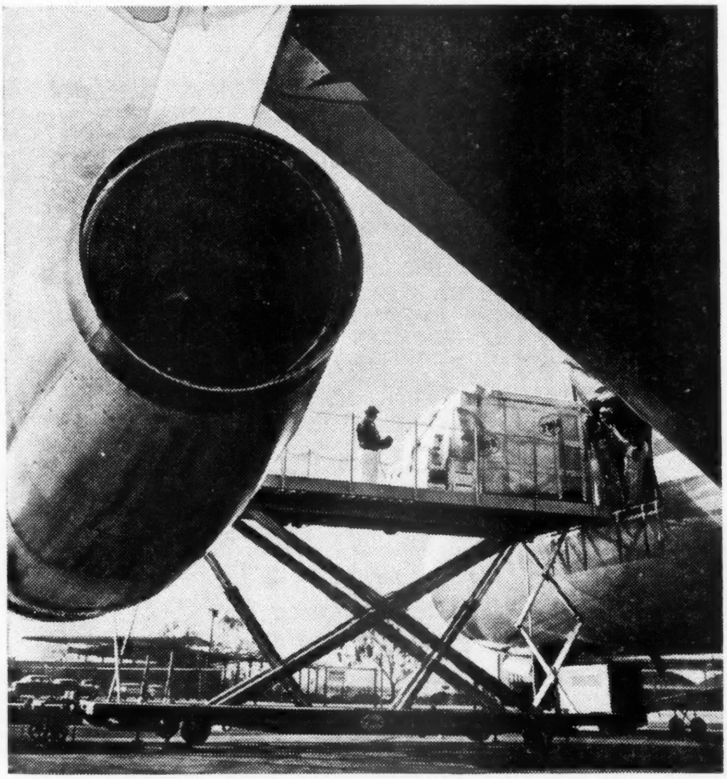
United Arab Republic (Egypt)/Hungary
(192/67) Trade Agreement. C.R.E. 1285/G.

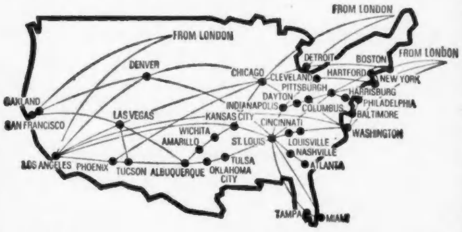
United States of America:
(191/67) Agency inquiry for caravan equipment. E.S.B. 35028/67.
(189/67) Inquiry for fish. E.S.B. 34986/67.
(189/67) Inquiry for pumps. E.S.B. 25064/67.
(190/67) Inquiry for steel castings and forgings. E.S.B. 33555/67.
(191/67) Inquiry for pipes; shackles; turnbuckles; inquiry for steel sheets. E.S.B. 35398/67.
(193/67) Inquiry for builders' hardware; shelf supports. E.S.B. 35047/67.
(193/67) Inquiry for feathers and down. E.S.B. 30026/67.

Uruguay
(192/67) Strike of postal workers. E.S.B. 321/G.

Various
(192/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Yugoslavia
(191/67) Inquiry for store and restaurant equipment. E.S.B. 34466/67.
(191/67) Inquiry in respect of business and technical co-operation; industrial construction and equipment. E.S.B. 34459/67.





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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for rice and rice products

THE *Board of Trade Journals* dated August 25, 1967 (page 488) and September 22, 1967 (pages 727-728) contained announcements about the setting up of a Common Market organization for the rice sector.

The texts of the following Decision which also affects trade in this sector appeared in the *Journal Officiel des Communautés Européennes.* **Decision 67/467/CEE** establishes the mean c.i.f. prices and free-to-frontier prices for broken rice for July 1967 (*Journal Officiel* No. 166, dated July 24, 1967).

The rates for the levies applicable to rice and rice products introduced by Regulation No. 519/67/CEE and for the export restitutions introduced by Regulation No. 520/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 727) are published weekly and may be obtained on application from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

The French text of the Decision may be seen on application to the Board of Trade at the above address.

Common organization of the market for the oils and fats sector

THE *Board of Trade Journal* dated December 2, 1966 (page 1406) contained an announcement about Regulation No. 136/66 which instituted a common organization of the market in oils and fats. The following products are affected by this basic regulation.

Common Tariff No.	Products
12.01	Oil seeds and oleaginous fruit, whole or broken.
12.02	Flours or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flour).
15.04	Fats and oils, of fish and marine mammals, whether or not refined.
ex 15.07	Fixed vegetable oils, fluid or solid, crude, purified or refined, excluding olive oil.
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, on solidified or hardened by any other process, whether or not refined, but not further prepared.
15.13	Margarine, imitation lard and other prepared edible fats.
ex 15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes, excluding those containing oil having the characteristics of olive oil.
ex 23.04	Residual olive pulp and other residues resulting from the extraction of vegetable oils, excluding dregs or sediment, and residual olive pulp and other residues resulting from the extraction of olive oil.
ex 15.07	Crude, purified or refined olive oil.
ex 07.01 N	Fresh or chilled olives.
ex 07.02	Olives (whether or not cooked), preserved by freezing.
ex 07.03 A	Olives provisionally preserved in brine, in sulphur water, or in other preservative solutions, but not specially prepared for immediate consumption.
ex 07.04 B	Dried, dehydrated or evaporated olives, whole, cut, sliced, crushed or powdered, but not further prepared.
ex 15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes containing oil having the characteristics of olive oil.
ex 23.04	Residual olive pulp and other residues resulting from the extraction of olive oil.

The text of this basic Regulation appeared in the *Journal Officiel des Communautés Européennes* No. 172, of September 30, 1966. A correction to it was published in the *Journal Officiel* No. 33, dated February 24, 1967. An unofficial translation is now available from HMSO.

Olive oil and assimilated products

REGULATION No. 136/66/CEE provided for the arrangements for olive oil and products assimilated to it to become effective on November 1, 1966, but this date was subsequently postponed by Regulation No. 171/66/CEE until November 10, 1967. The text of Regulation No. 171/66/CEE and the other Regulations and Decisions affecting trade, both within the EEC and with third countries, in these products have been published in the *Journal Officiel des Communautés Européennes* as follows:

Regulation No. 171/66/CEE amending the date for the initial application of the provisions of Regulation No. 136/66/CEE (*Journal Officiel* No. 197, dated October 29, 1966).

Regulation No. 162/66/CEE concerns trade in oils and fats between the EEC and Greece (*Journal Officiel* No. 197, dated October 29, 1966). See also Regulation No. 168/67/CEE below.

Regulation No. 163/66/CEE lays down the conditions for the issue of import and export licences for olive oil (*Journal Officiel* No. 197, dated October 29, 1966). Amended by Regulation No. 78/67/CEE below.

Regulation No. 164/66/CEE concerns the selection of the principal market intervention centres for olive oil and criteria for the selection of other market intervention centres (*Journal Officiel* No. 197, dated October 29, 1966). See also Regulation No. 185/66/CEE below.

Regulation No. 165/66/CEE concerns the prices applicable to olive oil for the 1966/67 marketing year (*Journal Officiel* No. 197, dated October 29, 1966).

Regulation No. 166/66/CEE relates to the levies applicable to refined olive oil and to certain products containing olive oil (*Journal Officiel* No. 197, dated October 29, 1966).

Regulation No. 167/66/CEE relates to the refunds and levies applicable to exports of olive oil (*Journal Officiel* No. 197, dated October 29, 1966).

Regulation No. 168/66/CEE relates to the aid for olive oil producers (*Journal Officiel* No. 197, dated October 29, 1966).

Regulation No. 172/66/CEE fixes the co-efficients of equivalence for the various types and qualities of unrefined olive oil (*Journal Officiel* No. 202, dated November 7, 1966). Amended by Regulation No. 192/66/CEE below.

Regulation No. 173/66/CEE concerns the method of calculating the c.i.f. and free-at-frontier prices for unrefined olive oils and the levies applicable thereto (*Journal Officiel* No. 202, dated November 7, 1966). Amended by Regulation No. 192/66/CEE below.

Regulation No. 174/66/CEE relates to import and export certificates for the olive oil sector (*Journal Officiel* No. 202, dated November 7, 1966).

Regulation No. 175/66/CEE determines the incidence of customs duties on imports of certain olives (*Journal Officiel* No 202, dated November 7, 1966).

Regulation No. 176/66/CEE relates to certain transitional measures applicable to olive oil (*Journal Officiel* No. 203, dated November 8, 1966). Amended by Regulation No. 26/67/CEE below.

Regulation No. 177/66/CEE relates to the distinction between different types of refined olive oil (*Journal Officiel* No. 203, dated November 8, 1966).

Regulation No. 178/66/CEE fixes the levies applicable to olive oil (*Journal Officiel* No. 204, dated November 9, 1966).

Decision No. 66/656/CEE concerns the methods of administrative co-operation for the free movement of certain products in the olive oil sector (use of circulation certificates) (*Journal Officiel* No. 210, dated November 18, 1966).

Decision No. 66/665/CEE fixes for the period from November 10, 1966, to December 31, 1966, the arithmetic averages of the agricultural levies on imports from non-member countries, to be used in calculating the compensatory levy instituted by virtue of Article 10(2) of the Treaty of Rome, for products covered by Regulation No. 136/66/CEE (*Journal Officiel* No. 211, dated November 19, 1966).

Regulation No. 185/66/CEE concerns the determination of intervention centres, other than the main centres, for olive oil (*Journal Officiel* No. 214, dated November 24, 1966).

Regulation No. 186/66/CEE concerns certain provisions applicable to aid for olive oil (*Journal Officiel* No. 214, dated November 24, 1966).

Regulation No. 192/66/CEE modifies Regulations Nos. 172/66/CEE and 173/66/CEE above as regards determining the c.i.f. price and the free-at-frontier price for unrefined olive oil (*Journal Officiel* No. 220, dated November 30, 1966).

Regulation No. 194/66/CEE concerns interventions in the olive oil sector (*Journal Officiel* No. 220, dated November 30, 1966).

Regulation No. 217/66/CEE relates to the suspension of the levy on imports of olive oil used in the manufacture of certain preserved products (*Journal Officiel* No. 235, dated December 22, 1966). Amended by Regulation No. 169/67/CEE below.

Regulation No. 218/66/CEE fixes the monthly increases in the target price, intervention price and threshold price for olive oil for the 1966/67 marketing year (*Journal Officiel* No. 235, dated December 22, 1966).

Regulation No. 20/67/CEE concerns certain implementing procedures relating to refunds and levies on exports of olive oil (*Journal Officiel* No. 20, dated February 2, 1967).

Regulation No. 25/67/CEE concerns the implementing procedures relating to the suspension of the levy on imports of olive oil used in the manufacture of certain preserved foods (*Journal Officiel* No. 27, dated February 16, 1967). Amended by Regulation No. 222/67/CEE below.

Regulation No. 26/67/CEE amends the date on which the system of import and export licences for olive oil will come into effect in the Federal Republic of Germany (See Regulation No. 176/66/CEE above) (*Journal Officiel* No. 27, dated February 16, 1967).

Regulation No. 78/67/CEE extends Regulation No. 163/66/CEE above, which laid down conditions for the issue of import and export licences for olive oil (*Journal Officiel* No. 77, dated April 22, 1967).

Regulation No. 168/67/CEE lays downs the conditions for the issue of import and export licences for olive oil (*Journal Officiel* No. 130, dated June 28, 1967).

Regulation No. 169/67/CEE establishes the arrangements governing refunds to producers of the olive oils used in fish and vegetable preserves and amends Regulation No. 217/66/CEE which deals with the suspension of the levy on imports of olive oil used in the manufacture of preserved products (*Journal Officiel* No. 130, dated June 28, 1967).

Regulation No. 171/67/CEE concerns the refunds and levies applicable to olive oil (*Journal Official* No. 130, dated June 28, 1967). See also Regulation No. 223/67/CEE below.

Regulation No. 222/67/CEE amends Regulation No. 25/67/CEE above which deals with the implementing provisions for the suspension of the levy on imports of olive oil to be used in certain preserves (*Journal Officiel* No. 136, dated June 30, 1967).

Regulation No. 223/67/CEE establishes implementing provisions for refunds and levies on exports of olive oil (*Journal Officiel* No. 136, dated June 30, 1967). A correction to this Regulation was pubin the *Journal Officiel* No. 200, dated August 19, 1967. See also Regulation No. 171/67/CEE above.

Regulation No. 328/67/CEE fixes the restitutions applicable to exports of olive oil (*Journal Officiel* No. 164, dated July 21, 1967).

Decision No. 67/424/CEE enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultry meat (*Journal Officiel* No. 146, dated July 8, 1967). See also Decision No. 67/517/CEE below.

Decision No. 67/425/CEE enables the fixing of aid for oilseeds and levies in the olive oil and cereals sectors (*Journal Officiel* No. 146, dated July 8, 1967). See also Decision No. 67/517/CEE below.

Regulation No. 392/67//CEE fixes the refunds applicable to exports of olive oil (*Journal Officiel* No. 176, dated August 1, 1967).

Decision No. 67/517/CEE amends Decisions No. 67/424 CEE and No. 67/425/CEE above (*Journal Officiel* No. 179, dated August 3, 1967).

Regulation No. 514/67/CEE fixes the restitutions applicable to exports of olive oil (*Journal Officiel* No. 212, dated September 1, 1967).

The levies introduced by Regulation No. 178/66/CEE above are published fortnightly. The rates may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C. 4 (Tel. 01-248 5757, Ext. 479).

Oil seeds and other vegetable oils

FOR colza, rape and sunflower seeds the common market organization outlined in the basic Regulation No. 136/66/CEE came into effect on July 1, 1967. The following Regulations and Decision cover trade not only in these products but also in other vegetable oils and fats and their assimilated products.

Regulation No. 27/67/CEE refers to certain transitional provisions applicable to groundnuts and groundnut oils in France (*Journal Officiel* No. 27, dated February 16, 1967).

Regulation No. 114/67/CEE fixes for the 1967/1968 marketing year, the target prices and intervention prices for oil seeds (*Journal Officiel* No. 111 dated June 10, 1967).

Regulation No. 115/67/CEE establishes the criteria for determining the world market price of oil seeds and the frontier crossing points (*Journal Officiel* No. 111, dated June 10, 1967).

Regulation No. 116/67/CEE concerns aid for oil seeds (*Journal Officiel* No. 111, dated June 10, 1967). See also Regulation No. 224/67/CEE below.

Regulation No. 118/67/CEE concerns the transitional arrangements for the rape and colza seed sector (*Journal Officiel* No. 113, dated June 13, 1967). See also Regulation No. 285/67/CEE below.

Regulation No. 142/67/CEE concerns the restitutions applicable to exports of colza, rape and sunflower seeds (*Journal Officiel* No. 125, dated June 26, 1967).

Regulation No. 143/67/CEE concerns the compensatory amount applicable to imports of certain vegetable oils (*Journal Officiel* No. 125, dated June 26, 1967).

Regulation No. 166/67/CEE fixes the monthly increases in the target and intervention prices for oil seeds for 1967/68 marketing year (*Journal Officiel* No. 130, dated June 28, 1967).

Regulation No. 167/67/CEE concerns the intervention centres for oil seeds and derived intervention prices applicable in these centres (*Journal Officiel* No. 130, dated June 28, 1967).

Regulation No. 224/67/CEE concerns certain procedures relating to aid for oil seeds (*Journal Officiel* No. 136, dated June 30, 1967). See also Regulation No. 116/67/CEE above.

Regulation No. 225/67/CEE concerns the methods of determining the world market price for oil seeds (*Journal Officiel* No. 136, dated June 30, 1967).

(Continued on next page)

EEC, *continued*

Regulation No. 252/67/CEE fixes the amount of aid for the oil seed sector (*Journal Officiel* No. 139, dated July 3, 1967).

Decision No. 67/424/CEE enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultrymeat (*Journal Officiel* No. 146, dated July 8, 1967). See also Decision No. 67/517/CEE below.

Decision No. 67/425/CEE enables the fixing of aid for oilseeds and levies in the olive oil and cereals sectors (*Journal Officiel* No. 146, dated July 8, 1967). See also Decision No. 67/517/CEE below.

Regulation No. 282/67/CEE concerns the methods of intervention in the oil seeds sector (*Journal Officiel* No. 151, dated July 13, 1967). See also Regulation No. 397/67/CEE below. A correction to Regulation No. 282/67/CEE appeared in the *Journal Officiel* No. 200, dated August 19, 1967.

Regulation No. 283/67/CEE relates to the methods of application for countervailing charges applicable to imports of certain vegetable oils (*Journal Officiel* No. 151, dated July 13, 1967).

Regulation No. 284/67/CEE concerns certain of the methods of application for export refunds for oil seeds (*Journal Officiel* No. 151, dated July 13, 1967). See also Regulation No. 397/67/CEE below.

Regulation No. 285/67/CEE completes Regulation No. 118/67/CEE which deal with the transitional arrangements for colza and rape seeds (*Journal Officiel* No. 151, dated July 13, 1967).

Regulation No. 286/67/CEE fixes the restitutions applicable to exports of oil seeds (*Journal Officiel* No. 151, dated July 13, 1967).

Regulation No. 327/67/CEE fixes the restitutions applicable to exports of oil seeds (*Journal Officiel* No. 164, dated July 21, 1967).

Regulation No. 355/67/CEE concerns the system to be applied to fats and oil products originating in the African and Malagasy States and the Overseas Countries and Territories of the EEC (*Journal Officiel* No. 173, dated July 29, 1967).

Decision No. 67/491/CEE concerns the special provisions to be applied to fats and oils products originating in the African and Malagasy States and the Overseas Countries and Territories of the EEC (*Journal Officiel* No. 173, dated July 29, 1967).

Regulation No. 391/67/CEE fixes the refunds applicable to exports of oil seeds (*Journal Officiel* No. 176, dated August 1, 1967).

Regulation No. 396/67/CEE concerns the denaturation process for colza and rape seed (*Journal Officiel* No. 177, dated August 2, 1967).

Regulation No. 397/67/CEE completes Regulations Nos. 282/67/CEE and 284/67/CEE above, so far as they concern colza and rape seed (*Journal Officiel* No.177, dated August 2, 1967).

Regulation No. 400/67/CEE relates to the determining of intervention centres, other than the principal centres, for oil seeds and the intervention prices applicable to them (*Journal Officiel* No. 177, dated August 2, 1967).

Decision No. 67/517/CEE amends Decisions Nos. 67/424/CEE and No. 67/425/CEE above (*Journal Officiel* No. 179, dated August 3, 1967).

Decision No. 67/504/CEE concerns the methods of administrative co-operation to enable the charging of intra-community duties in the colza, rape and sunflower seed sectors (use of circulation certificates) (*Journal Officiel* No. 180, dated August 3, 1967).

Regulation No. 513/67/CEE fixes the restitutions applicable to exports of oil seeds (*Journal Official* No. 212, dated September 1, 1967).

Regulation No. 579/67/CEE fixes a compensatory amount to be applied to imports of sunflower oil originating in Bulgaria, Rumania and the USSR (*Journal Officiel* No. 227, dated September 21, 1967).

The aid for oil seeds, first introduced in Regulation No. 252/67/CEE above, is published weekly. The rates for this aid may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

The text of a draft Regulation, submitted by the Commission to the Council for approval, which concerns the measures to be applied in fixing the prices for the olive oil sector for the 1967/1968 marketing year and for the oil seeds sector for the 1968/1969 marketing year was published in the *Journal Officiel* No. 169, dated July 26, 1967.

The French text of this and the other Regulations and Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). Unofficial translations of Regulations are published by HMSO. Information about the availability of the translations is published in the *Board of Trade Journal* under the heading 'Further Translations of EEC Regulations'.

For the first time ever, British commercial vehicles are being delivered completely assembled to customers on the Continent. Two Seddon 13: fours have already made this unique 'export drive' into Europe. Travelling from the Oldham factory by road to Southampton they then boarded the Thorensen Car Ferry 'Viking IV' for the journey across the 'Channel Motorway' to Le Havre. On again by road to the Seddon Distributor: Honegger Garage, Lausanne, whose service personnel finally inspect and service prior to handing over to the operator. Seddon Motors Limited believe this method of overseas delivery will become more widely used, as it allows customers to get their vehicles in service immediately following delivery.

GREECE

Changes in the import regulations for meat and poultry

A GOVERNMENT DECISION has been announced whereby live animals and meat falling under the following tariff headings shall be added to list 'A', i.e. importers will have to apply for special import permits from the Ministry of Commerce.

Tariff Heading	Description
01.02	Live animals of the bovine species including buffaloes.
01.03	Live swine.
02.01A1a	Meat of animals of the bovine species (including buffalo meat) fresh or chilled.
02.01A2a	Meat of sheep and goats fresh or chilled.
02.01A3	Meat of swine (including wild boar) fresh, chilled or frozen.

A further decision has been announced whereby a countervailing duty is levied on all poultry meat imported into Greece.

This is intended to compensate for the abnormally low prices at which imported poultry products are being offered in Greece. The countervailing duty is set at 4.85 Drachmae per kilogram of poultry without offals and at 2.40 Drachmae per kilogram for wings and necks.

In consequence, the minimum price of entry of the foregoing under normal conditions of production and marketing is set at 19.30 Drachmae per kilogram of poultry meat without offals and at 9.90 Drachmae per kilogram for wings and necks.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449 or 450).

PORTUGAL

Drawback of import duty on salted guts

THE Portuguese *Diario do Governo*, First Series No. 206 of September 4, 1967 published Order No. 22,866, authorizing the importation under the drawback system for a period of two years, of raw or scraped salted guts, and tubular cotton net fabric for the preparation of dried guts covered with cotton net fabric, for export.

The duties to be refunded on the amount of the product exported shall be equivalent to the amount of duty paid on the imported raw materials.

Salt not adhering to the guts shall be excluded from the weight of imported salted guts.

The amount of duty refundable and other conditions shall in each case be regulated by a Ministerial ruling.

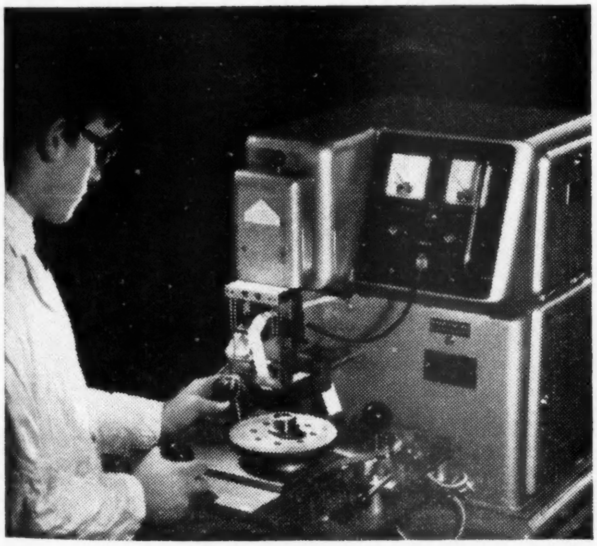
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462.)

FRANCE

Import regulations for certain foodstuffs and other products

THE FRENCH *Journal Officiel* of September 28 published a notice setting out the customs duty, mobile elements and maximum rates which apply from October 1 to certain foodstuffs and other products under the following tariff headings (for the sake of brevity the descriptions are omitted. For condensed descriptions see *Board of Trade Journal* of August 11, page 365): tariff Nos. 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 35.05 and 38.12.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).



Production testing a special Pryor EP 70 electrolytic marking machine at the Sheffield factory of Edward Pryor & Son Limited shortly before its despatch to Citroen Cars, Paris. This machine is to be used for serial marking crown wheels and pinions, and is specially modified for the purpose. It is fitted with a specially designed marking table and an automatic electrode numbering head which advances after every second stroke, so ensuring that each crown wheel and its corresponding pinion receive the same part number. The EP 70 can operate at speeds of up to 1,500 items per hour with consumable material costing less than a penny per mark. Pryors are leading manufacturers of industrial marking machines and devices and their equipment is exported all over the world, including the United States, Japan and Germany.

Morris and Co. (Kidderminster) have just completed an £8,000 order for 2,000 sq. yds. of Super Caxton Carpet for the Norwegian architect, Mr. C. Eregdy. The order was carried out in the record time of six weeks and the carpet has already been laid on the first floor of a new £600,000 supermarket in Fredrikstad. Mr. Eregdy visited the factory of Morris and Co. in Kidderminster in September. He is seen centre watching Mrs. Margaret Gray, a 'picker', at work on another length of 'Hostess', the design which he chose. With him (right) is Mr. D. C. Bamford, export director of Morris and Co., and Mr. Age Rugland, the representative of Det Norske Oceankompani, the Norwegian Agents.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

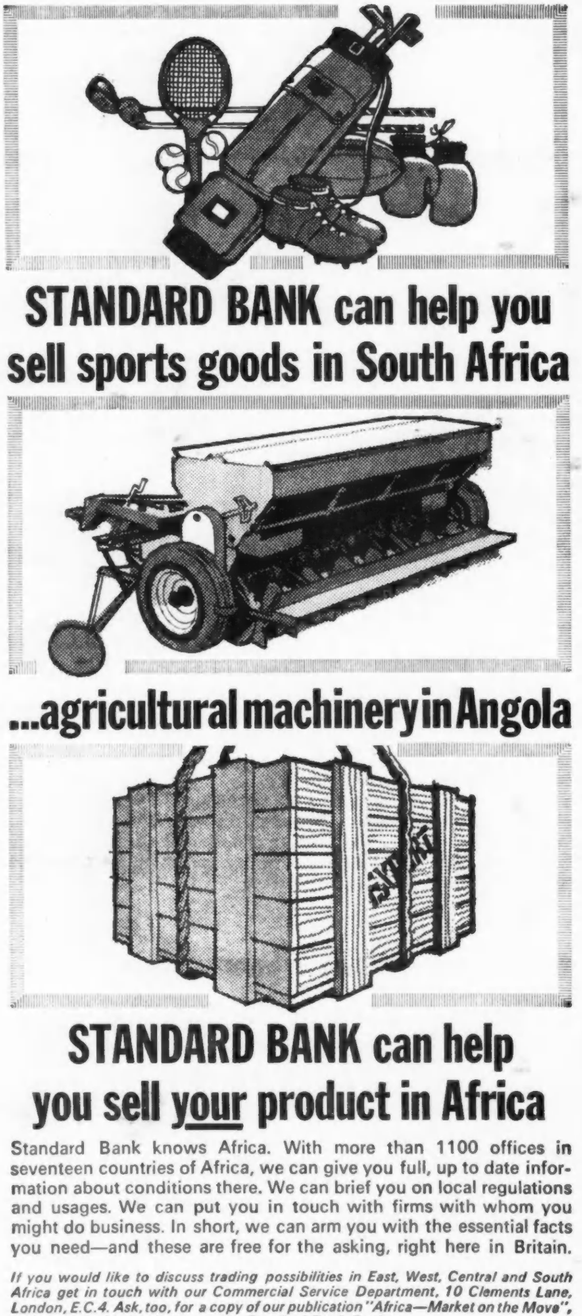
CUSTOMS TARIFF Application List No. 446, published in the South African *Government Gazette* of September 22, contains an application to the Board of Trade and Industries for increase in duty on clothes pegs, of wood, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 7½ cents per gross, whichever rate yields the higher amount of duty.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1930/67.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



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Customs tariff application

CUSTOMS TARIFF APPLICATION LIST No. 447, published in the South African *Government Gazette* of September 29, contains an application to the Board of Trade and Industries for increase on duty on:

> Ballasts suitable for use with discharge lamps from 5 per cent (General) and free (United Kingdom) to 20 per cent (General) and 15 per cent (United Kingdom).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1970/67.

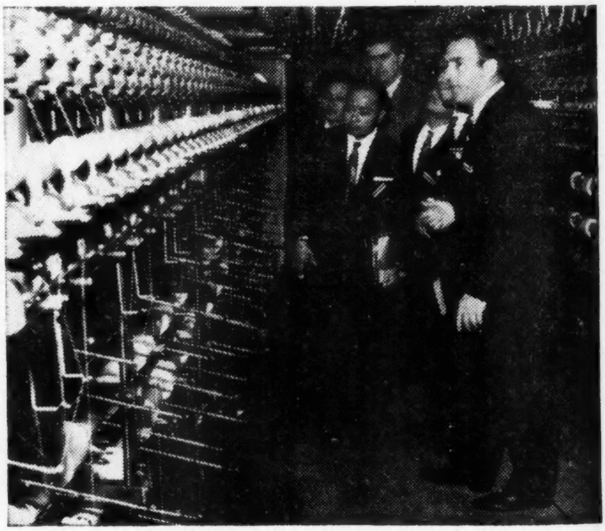
CEYLON

Import control

FURTHER TO THE *Board of Trade Journal* Notice of August 25, 1967, headed as above, the Import Licensing Regulations, 1963, published in Ceylon *Government Gazette Extraordinary* No. 13,477 of January 11, 1963, have now been amended by the substitution of the following new Schedule for the Schedule published in 1963:

SCHEDULE
PART II

Licence	Fee
Licence to import:	
(a) Marine fuel oil, marine diesel oil, gas oil and marine lubricant which are imported exclusively for international trade	
(b) Aviation turbo oil, aviation gasolene and aviation lubricants issued for aircraft	one per centum of the value of such goods.



Members of a 36-strong Japanese textile mission during their visit to the Klinger Manufacturing Company plant at Margate, pictured studying the Klinger AM1 twist crimping machine for which many export orders have been received.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 822 of this issue.)

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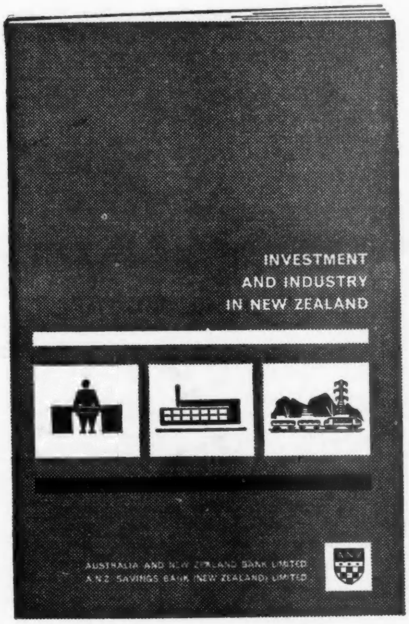

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DUBLIN 109 Grafton Street, Dublin. Tel. 773440

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law.

Electronic apparatus other than radio receiving sets and components.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

ARGENTINA

Exemptions from prior deposits

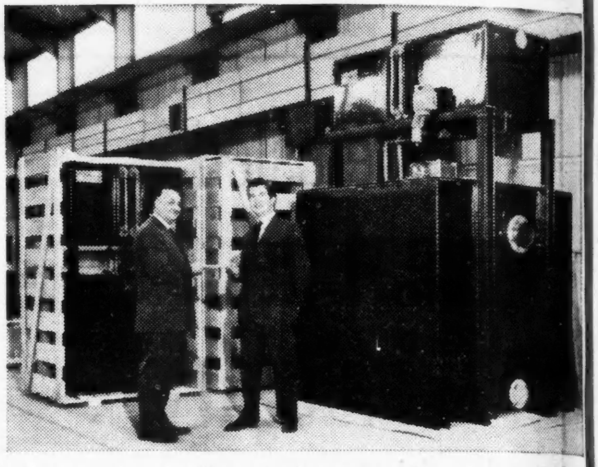
HM EMBASSY at Buenos Aires report that the following items have been exempted from payment of prior deposits:

Tariff heading	
08.01.02.02	Coconut, ground for industrial purposes.
08.05.00.01	Almonds, in shell, for industrial purposes.
08.05.00.02	Almonds, not in shell, for industrial purposes.
08.05.00.07	Hazelnuts, in shell, for industrial purposes.
08.05.00.08	Hazelnuts, not in shell, for industrial purposes.
09.06.00.01	Cinnamon and cinnamon tree flowers: whole bark, raw or broken, for industrial purposes.
09.07.00.01	Cloves, whole fruit.
09.08.00.01	Nutmeg, whole, for industrial purposes.
28.19.00.01	Pure zinc oxide for the manufacture of electronic ceramics
28.22.00.99	Manganese oxides other than manganese dioxide.
28.28.00.30	Nickel oxide for the manufacture of electronic ceramics.
28.32.00.01	Pure potassium chlorate.
28.42.02.13	Copper carbonate for the manufacture of electronic ceramics.
28.42.02.99	Barium carbonate for the manufacture of electronic ceramics.
29.13.11.99	2, 4. 2′, 4′ – Tetrahydroxybenzophenone.
29.30.00.05	Cyclamic acid and its salts.
29.38.06.03	Dexpanthenol and its compound derivatives.
44.05.01.06	Spruce pine, in logs sawn lengthwise, in beams, boards, flanks and tensional bars, but not further prepared.
56.04.01.00	Man-made fibres of synthetic fibres.
56.04.02.00	Man-made fibres of artificial fibres.
69.03.00.99	Retorts of graphite, only.
70.04.00.99	Unworked cast or rolled glass: others – opaque flat glass, only.
71.02.01.00	Industrial diamonds.
85.21.01.03	Electronic reception valves types 6BZ6, 6CG7, 6DE7, 6BN6, 6EU5, IK3 and 6DQ6 for industry.
85.24.08.01	Carbon connecting supports (nipples) for furnace electrodes.
87.07.00.99	Parts to be used in the manufacture of fork-lift trucks (máquinas autoelevadoras).

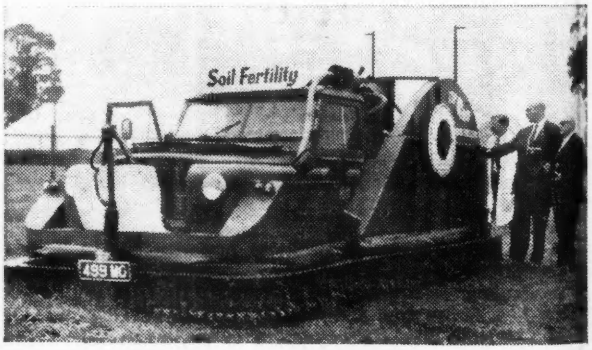
BOLIVIA

Imports of diesel-powered equipment and vehicles

HM EMBASSY, La Paz report that the Bolivian Government have cancelled the requirement introduced in 1963 for import licences for all diesel-powered equipment and vehicles.



Orders for over £25,000 worth of packaged effluent treatment plant have recently been despatched to the United States by Pernix Enthone Limited at Kempston, Beds. These effluent treatment plants handle acid, alkali and chrome or cyanide waste water entirely automatically. It is believed that there are no comparable totally automatic systems available in America, or the United Kingdom. So far, customers include American Chemical and Refining Co. Inc. at Waterbury, Conn. and Silicon Transistors Inc., Garden City, NY State, and there has been a considerable increase in orders since the implementation of recent legislation which came into force in April this year. Entirely automatic effluent treatment plant in a self-contained package was developed by Pernix Enthone Limited to deal with a wide variety of industrial effluents. The control gear on all sizes of plant is interchangeable and the entire system is modular with a range of handling capacities from 2,000 to 15,000 gallons per hour. The picture shows three plants being packed for despatch. Mr. George Schore (left), President of Schore Automations Inc. the American importers of Pernix Enthone's plant, is handing a further order to Mr. Roy Hatch, manager of Pernix Enthone.



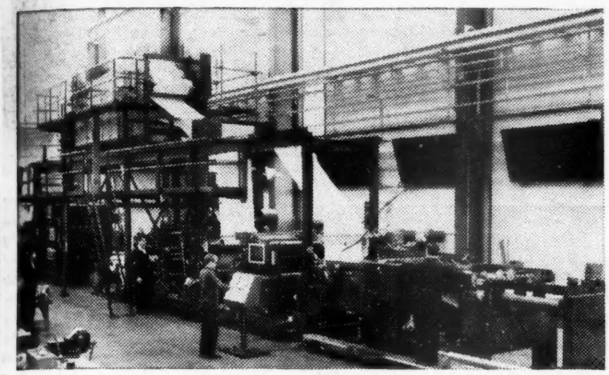
This Hovertruck, developed for Soil Fertility Ltd., by Vickers-Armstrongs (Engineers) Ltd., is being put through its paces for the executive-director of the United States National Fertilizer Solutions Association, Mr. W. Harold Schelm (right) seen here talking to Sir John Lister-Kaye, a director of the Bath and Portland Group. Mr. Schelm is in this country to see foreign members of the association and to look at liquid fertilizer manufacturing plants and methods of handling and application. The Hovertruck is still under development and is designed for applying liquid fertilizer on wet or uneven ground at speeds of between 15 and 20 m.p.h. The Hovertruck, basically a Land-Rover running on an air cushion, is now in its 5th year of trials, and Soil Fertility Dunns Ltd. are considering offering the machine to the National Institute of Agricultural Engineering in Silsoe, Beds., for further development.

BRAZIL

Air parcel post

THE COMMERCIAL DEPARTMENT of the British Embassy at Rio de Janeiro reports that bulky packages of trade literature, etc., sent to addressees in Brazil by *air parcel post* are invariably subject to delay in clearance through the Brazilian Customs. The Embassy recommends that, whenever speedy delivery is essential, such packages should be sent by air freight, and the intended recipient informed by cable of the airline flight number and date and time of arrival so that the plane can be met and the package collected.

Inquiries relating to this notice should be made to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 600) (Ref. ESB 364/9).



The printing machinery division of Strachan & Henshaw Limited, in Bristol, a member of the Dickinson Robinson Group of Companies, have recently completed a 4 x 5 colour drum style letterpress printing machine. This machine was designed and built for World Color Press Inc. in St. Louis, who will use the machine in their Sparta, Illinois Division for the printing of multicolour magazine covers. World Color are the largest news-stand sale magazine printers in the United States. A 35-in. wide reel of paper can be accommodated and a sheet cutting unit attached to the press produces 20,000 sheets 34½ in. long, per hour.

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Fair Packaging and Labelling Act—labelling of foods

THE *Board of Trade Journal* of August 4 gave notice of regulations under the United States Fair Packaging and Labelling Act for the enforcement of the Act and for the labelling of foods.

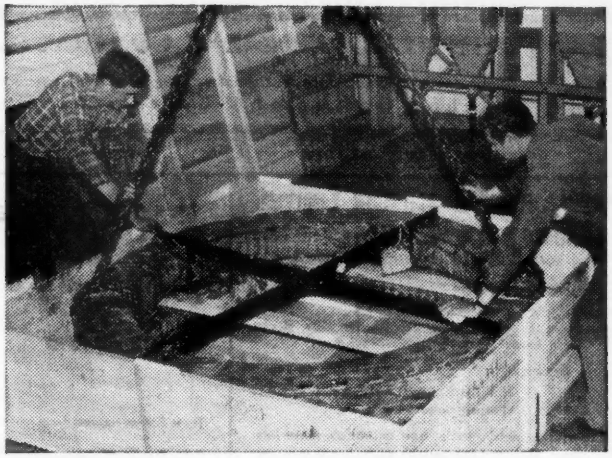
The United States Commissioner of Food and Drugs invited comments and suggestions from all persons who would be adversely affected by the new regulations.

After consideration of all comments received, the Commissioner has decided that the regulations in the form already published shall be final except for minor changes for clarification which have been made under following sections:

1 1 b	Packages; definition; presence of mandatory label information.
1 1 c	Exemptions from required label statements.
1 7	Food in package form; principal display panel.
1 8 b	Food labelling; declaration of net quantity of contents; when exempt.
1 10	Food labelling; designation of ingredients.

The Commissioner has decided *not* to extend the effective dates which remain (1) December 31, 1967, for all new packages, new label designs and labels being reordered, and (2) July 1, 1968, for all packages introduced into interstate commerce.

Copies of the amendments can be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



Tarerex slew rings being packed for shipment to the United States. where they will be built into special logging cranes. These are the first of 23 similar items to one order valued at over £30,000 for the United States. Taparex Limited of Hull, who market these Priestman-built products, have orders in hand from the United States, worth £60,000.

Guides for the dog and cat food industry

THE UNITED STATES Federal Trade Commission is proposing to issue guides for the Dog and Cat Food Industry to assist manufacturers and other sellers of dog and cat foods to avoid violations of the Federal Trade Commission Act in the labelling and advertising of their products. The purpose of the proposed guides is to encourage voluntary compliance with the Act which makes illegal unfair methods of competition and unfair or deceptive acts or practices in commerce as well as false advertising of food, including animal foods.

All interested persons are invited to present written views, suggestions, or objections to the proposed guides. Comments may be submitted by letter, memorandum, brief, or other written communication to the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street NW, Washington, DC, 20580, to arrive not later than November 30, 1967.

Copies of the proposed guides can be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. No. 01-222 7877, Ext. 2397).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94. Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94. Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

ULTRA-RAPID TRANSLATIONS into/out of DUTCH, FRENCH, GERMAN, SPANISH: also out of ITALIAN, PORTUGUESE, CZECH. PHILANTHIA TRANSLATIONS, 69 Colindeep Lane, N.W.9. 01-205 4985.

INTERNATIONAL AGENCIES, GRENADA - Manufacturers' Representatives and Commission Agents, Travel, Shipping and Insurance Agents, seek business from England. Write St. Pauls, P.O., St. George's, Grenada, West Indies.

SEE **HARTLEPOOL** on Stand 9 at the Engineering Exhibition in the R.H.S. New Hall, S.W.1 from October 17 to 20 inclusive.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

TO IMPORTERS AND EXPORTERS—Translation work, most European languages, Commercial, Technical—Rapid Service, Moderate charges—Mrs. T. Hunt, M.A., 2, Wilderness Court, Guildford 5403.

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TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

WESTERN CANADA. Major British Shipping Company wishes to offer, through its Vancouver, British Columbia office, a service in Market Research and Sales Promotion in the Provinces of British Columbia and Alberta. Personnel widely experienced in International and Canadian markets available. Inquiries invited. Box No. M.11316.

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Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	22 Sept. 1967
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By industry (Q)	8 Sept. 1967
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Production, exports and orders (M)	25 Aug. 1967
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Board of Trade Departments, etc.

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Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	This week
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British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receiver's Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1; or through any bookseller

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3681.

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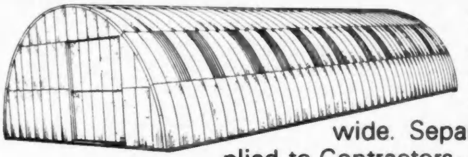

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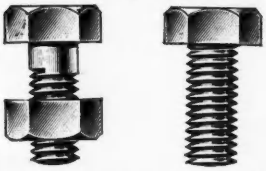

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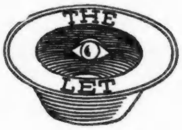

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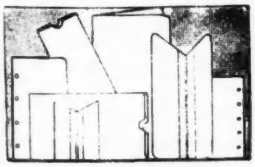

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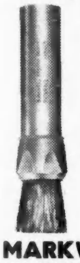

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